FINANCIAL TIMES

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NEWS SUMMARY

GENERAL

Iceland 'rebels' disobey order

Icelandic air traffic controllers refused to obey a Government order not to give flight instructions to British Nimrod reconnaissance aircraft.

They said that failure to contact the aircraft, which check on the movements of Icelandic patrol vessels, would violate international rules and seriously endanger civil aircraft. Mr. Bjorn Jonsson, Communications Minister, who ordered the ban, said he was "flabbergasted."

Britain rejected allegations that her warships and tugs had been ramming Icelandic vessels and suggested that where the facts of collisions were disputed an international inquiry should be set up.

Belfast blast damages hotel

Belfast's International Hotel was badly damaged when a van containing a bomb was blown up by the Army. The bomb—about 100 lb of explosive—had been boobytrapped. Earlier, Aldergrove airport, Belfast, was brought to a standstill after explosives had been found in a car parked outside.

Syria announces complaint to UN

Syria said that she would complain to the United Nations Security Council about "Israeli aggression" in Thursday's air clash. Israel's Chief of Staff, Lt. Gen. David Elazar, said the battle "developed and widened" from desire to rescue an Israeli pilot in the water.

Barnard defends transplants

Dr. Christiaan Barnard defended heart transplants in a paper to the Society of Organ Transplants in Varese, Italy. Three out of eight of his transplant patients had a good chance of survival. It had to be remembered that they were "in a disastrous condition" before the operation.

'Sterilise these tenants' call

Sterilisation should be a condi- on of tenancy for council house plicants with three or more ildren, Greater London Council s been told by Mr. Frank W. ith, Conservative councillor Bromley. His suggestion will before the council on Tuesday ek.

Cuba protests

complaint by Cuba that Chilean ned forces had attacked her bassy in Santiago and gravely unded a diplomat will be dis- sed by the United Nations curity Council on Monday. ge 12

Hijack scare

ulty equipment was blamed a hijack alarm broadcast from aircraft flying Emperor Haile ssie from West Germany to s Ababa.

y and warm

y average rainfall and above ge temperatures and sun- is Meteorological Office ast for the next 30 days. 24

time story

erland, the mattress ny that promises "nothing good night's sleep," has the night shift at its ry in Hatherley, Gloucester. se residents complained the noise kept them awake.

"Tubby" Clayton, who December, left £18,637 y £927), most of it to the movement he founded World War I.

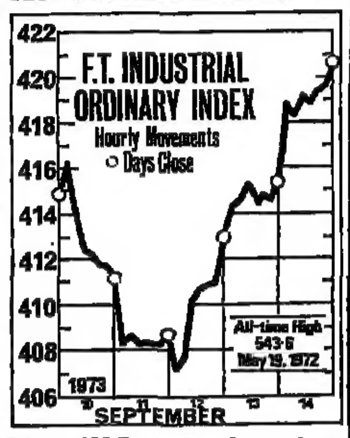
Charles, recently pro- to lieutenant, will leave iate Minerva on Thursday. join the frigate Jupiter Far East in January.

ackpot carry-over for St. day at Doncaster is £8,275.

BUSINESS

Equities steady as Account closes

● **THE CAUTIOUS advance in leading equities was maintained on the final day of the Account. The FT 30-share index improved**



5.4 to 420.7 at the close, showing *a recovery of 12 points in* the past three days and a net gain on the week of 5.8.

● **GILTS showed widespread rises of ¼ on balance at the close. The 20-year Government Stocks index recovered to 61.27 from yesterday's all-time low of 61.00.**

● **STERLING weighted depreciation from Smithsonian parities was 19.04 per cent. (18.81). Against the dollar the rate was $2.4110 ($2.4160).**

● **GOLD gained $1.00, closing at $100.50 an ounce.**

● **WALL STREET** closed 5.79 higher at 886.36, but was down 12.27 on the week.

● **A FURTHER** 13 weeks operation of the Williams Harvey tin smelting plant at Kirkby is assured with the signing of an agreement to release 5,000 tons of Bolivian tin for smelting there. Page 26

Inflation curbs are working

● **GOVERNMENT** measures have been successful in curbing inflation, Mr. Edward Heath, the Prime Minister, said at Walsall. Expansion was bringing strain and problems, but this was preferable to wrestling with the problems of stagnation. Back Page

● **PAY BOARD** has allowed, British Leyland to give a £4 a week increase to 9,000 men at Longbridge, on certain conditions. The deal gives indirect workers £1.59 above the £1 plus 4 per cent. limit. Page 15

● **COURTAULDS** negotiations for the supply of a £26m. triacetate fibre plant to the Soviet Union are well advanced, the company said. Page 9

● **ENGINEERING** unions tabled demands which employers fear *would add nearly 45 per cent.* to the industry's wage bill if met. Page 15

● **HANSON TRUST** has sold for nearly £13.6m. the major part of its subsidiary, BHD Engineers, which it acquired in February for £12m. Back Page

● **BRITISH** and Japanese TV industries will discuss regulation of Japan's colour TV exports to U.K. Page 9

● **THE NUMBER** of car workers unemployed because of industrial disputes rose to nearly 28,000 last night. Back Page

● **PEARSON LONGMAN** group pre-tax profit for the six months to June 30 was £8.03m., against £5.08m. a year earlier. Turnover was £37.8m. (£30.7m.). Page 20

● **LEX SERVICE** Group first *half pre-tax profit expanded from* £3.6m. to £4.17m. Page 16 and Lex

● **LYLE SHIPPING** pre-tax profit total for first half was £486,000, against £163,000. Page 16 and Lex

EF PRICE CHANGES

es in pence unless otherwise indicated.)

RISES

ury 9% 1978 ...	£91⅝ + ¼
ury 9% 1980 ...	£89⅞ + ¼
Electronics	128 + 10
not Latham ...	380 + 20
Hall	132 + 9
e Metal	33 + 4
....	173 + 7
om.	261 + 9
a Invs.	261 + 6
Everard	200 + 9
W. C.) "A"	38 + 5
....	146½ + 4½
Warehouses	179 + 7
& Barratt	126 + 11
ecs.	82 + 5
e	173 + 7
Brick	65 + 4
ell	160 + 7
P & O Dfd.	298 + 8
Pearson Longman ...	167 + 6
Rowntree Mackintosh	148 + 5
Rugby Port. Cement	83 + 4
Stonehill	160 + 10
Taylor Woodrow	292 + 4
Thomson Org.	212 + 16
Trust Houses Forte	174 + 7
Tube Investments ...	386 + 11
Bishopsgate Plat. ...	132 + 5
Conzinc Riotinto	485 + 30
F. S. Geduld	970 + 10
Pancontinental	44 + 7
Roan Cons. Mines ...	295 + 25
Sabina Inds.	68 + 5

FALLS

Channel Tunnel	195 − 23
Crest Int.	60 − 6
Gallenkamp (A.) ...	138 − 12
Lex Service	76 − 9
Triumph Inv.	68 − 7
Kloof Gold	585 − 15
President Steyn	945 − 25

(FT stock indices and FT-Actuaries summary Page 19.)

Societies fix 11% mortgage rate to avoid rationing

BY MICHAEL CASSELL

The mortgage rate is to rise to 11 per cent., the third increase this year, while the interest paid to 13m. building society investors is to go up from 6.75 per cent. net to 7.50 per cent.

Yesterday's decision came despite this week's intervention by Mr. Anthony Barber, Chancellor of the Exchequer, to help protect societies from competition for savings.

The increase in the rate comes only a month after the Building Societies Association decided to recommend that the interest payable on home loans should rise to 10 per cent.

New borrowers pay the higher rate at once, while people with existing mortgages will pay more in the next few weeks.

After a meeting of the Association's Council in London yesterday, Mr. Leonard Boyle, the chairman, said that without Mr. Barber's action, the mortgage rate might have been fixed even higher.

However, many society leaders have been saying that 11 per *cent. was the maximum rate they* anticipated with or without Government intervention.

No official reaction was forthcoming last night from the Treasury, which merely restated that the building societies were free to make up their own minds on rate structures.

Any question of further intervention to help them out is completely ruled out, whether in terms of direct grants or further attempts to assist societies on interest rates.

The 7.5 per cent. interest paid to building society investors represents 10.71 per cent. grossed up for standard rate taxpayers and is payable from October 1.

This compares with the maximum figure of 6.65 per cent. net (9.5 per cent. gross) which the banks are now allowed to offer on deposits under £10,000.

Mr. Boyle disclosed that net receipts last month had fallen to just under £73m. the lowest monthly figure since March.

He described the move as essential if mortgage rationing, already widespread, was not to become even more severe.

Mr. Boyle added: "Assuming that there are no further dramatic rises in interest rates generally we hope to maintain this structure at least over the *next three or four months.*" He could not rule out the possibility of further rate increases if other interest rates continued to rise.

None against

The Council decision met with surprisingly little opposition. No-one voted against the 7.5 per cent.-11 per cent. choice. One or two members did feel that any recommendation should be left for a few more weeks to see whether or not Mr. Barber's action had any effect on building society receipts.

Many smaller societies, in order to maintain their traditional lead over the larger organisations, will now be charging 12 per cent. or possibly more for loans.

The new rates will mean that monthly repayments on a £10,000 mortgage taken out over 20 years will rise from £97.90 to £104.70. The alternative is to extend existing payments over 26 years and five months.

On a £10,000 mortgage taken out of 25 years monthly repayments will rise from £91.90 to £99. An extension would bring the period of repayments to a startling 57 years and three months.

Many borrowers will have no choice but to increase monthly commitments because a lengthening of the repayment period would extend into infinity, and the debt would not be cleared.

The societies are to attempt to get the subsidy on option mortgages—currently 3 per cent. —pushed up to 3½ per cent., but this requires Parliamentary *approval.*

Philip Rawstorne writes: Opposition leaders were quick to criticise Government policy in the wake of the Building Societies decision.

Mr. Anthony Crosland, Labour's "shadow" environment secretary, said: "This is another nail in the coffin of the Government's housing policy, and the present system of financing the home-buyer. The higher mortgage rate will put an intolerable burden on all those who bought their homes at the present inflated prices."

Mr. Denis Healey, Labour "shadow" chancellor said: "As so often before, Mr. Barber's obsession with short-term political advantage has given him the worst of both worlds.

"His savage discrimination against the smaller borrower has had no significant influence on building societies."

Builders still optimistic Page 14
Editorial comment Page 14
Societies' cost structure and table of changes Page 24

U.S. bank 10% base rate queried

By Nicholas Colchester,
U.S. Financial Correspondent

NEW YORK, Sept. 14.

THE COMMITTEE on Interest and Dividends to-day made its first important move in four months and questioned the 10 per cent. prime rate posted last night by Wells Fargo Bank of California. Wells Fargo's new loan rate was supported to-day by First National City Bank in New York, which said its base rate would be 10 per cent. from *Monday.*

The committee is the one charged with bringing this administration's policy of price restraint to bear on the finance business. To-day, the committee sent telegrams to both commercial banks reading: "Please advise promptly your compliance with the guidelines of the committee on overall profits, and also its guidelines with respect to interest rates charged to small businesses, farmers, home *buyers, and consumers.*"

The guidelines referred to were established by the committee in April. They are designed to limit bank profit margins to the average of the best two of the last four calendar years, and to persuade banks to let the cost of loans rise more slowly for small borrowers than for large corporations. They were forged after a rather bitter confrontation in which the committee tried to hold bank rates down across the board by tough talks with bank managements.

Wells Fargo Bank said this morning it was not surprised by the committee's request and asserted that it was "in complete compliance with the committee's regulations." Nevertheless, the Government move increases the likelihood that other banks will hold back before following Citibank and Wells Fargo to a record prime rate.

The Bank of England minimum lending rate to the money market was again unchanged yesterday after the weekly Treasury bill tender at 11½ per cent., where it has stood since July 27.

This is probably in line with official aims, against the back-*ground of* the continuing upward trend of rates in other centres, particularly New York.

This week's Government moves have made relatively little impact in the money markets. Yesterday, the average rate of discount on Treasury bills came out at *10.9507 per cent., a slight fall* from the previous week's 10.9862 per cent.

The rate on three-month sterling certificates of deposit, for example, was around 13½ per cent. yesterday compared with about 13⅝ on the previous day and 13⅝ on Tuesday.

Telephones, electricity to cost more

BY ELINOR GOODMAN

THE LONG delayed decision over electricity prices was finally made yesterday when the Government gave the go-ahead for increases in both electricity and telephone charges.

The Post Office points out that the average capital cost for a new connection is now £155, and the cost to the applicant is to go up from £35 to a maximum of £40.

Existing subscribers will have to pay double for dialled local calls. The six minutes allowed for 1p is being reduced to three minutes.

P.O. application which comes a month after clearance of the postal charges has been approved almost in full.

Mr. Tom Boardman, Minister for Industry, has intervened to cut back the electricity boards' application by an average of 1.5 per cent. to just under 5 per cent. The ceiling on any increase will now be 7½ per cent. instead of the 20 per cent. proposed by some of the loss-making area boards.

Both applications have been formally approved by the Price Commission although, as in the case of all nationalised industries' applications, it was the Government which made the final decision.

The announcement came together with one of the longest *list of manufacturers'* prices yet cleared by the Comission. It included more food products, car parts and chemicals.

The Commission rejected a further 11 applications—ten of them from GEC subsidiaries—and named six other companies which had allowed their applications to lapse.

In London, the Greater London Council turned down London Transport's application for a 10 per cent. increase on bus and tube fares.

Resistance

Higher telecommunications charges will yield the P.O. an additional £68m. a year at present rates of usage. The P.O. estimates however that consumer resistance will reduce this figure to £55.6m.

With only five months of the current financial year left, the P.O. does not anticipate the increase will bring in more than £17m. in the current financial year.

The indications are that the P.O., although it gained approval for most of what it wanted in both postal and telephone price increases, will still make a loss this year higher than last year's overall deficit of £84m.

It is understood that the original proposals put forward by the 12 area electricity boards in England and Wales would have hit the domestic consumer considerably harder than the industrial user.

The boards have complained for some time that domestic tariffs are out of line and that more emphasis should be placed on increases in this area.

The 7½ per cent. average advance sought by the boards would have broken down into rises of between 10 and 14 per cent. for householders, and less than 4 per cent. for industry.

In the event, the boards have been held back to a limit of 7½ per cent. within an average of just under 5 per cent., the amount largely justified by allowable cost rises which have taken place.

Mr. Boardman refused to allow the nine loss-making area boards to use the Price Code provisions on nationalised industry deficits to *justify* the much higher increases they wanted.

The higher electricity charges will bring an extra £40m. to the area boards this financial year, and this will leave the supply industry with a deficit of about £50m., against the £2m. profit for 1972-73 reported earlier this week.

Lengthy list

The Price Commission made it clear yesterday that it supported the Government decision not to allow the loss-making area Boards to make full use of the deficit clause. It also welcomed the restriction on the amount of the increase the domestic consumer would have to bear.

Although yesterday's list of price clearances was one of the longest passed by the Commission, the rejections again indicate the tougher approach the Commission is now taking with applications.

It turned down the ten GEC subsidiaries because the parent company had not yet established an acceptable profit margin reference. It was the first time this reason was given.

The company maintains that it has been through a period of reconstruction since 1967, when it merged with AEI, and that this has made it difficult to establish a reference level (the best average of the best two years out of the past five). A further four applications from GEC subsidiaries were turned down on the basis that their applications had run over the time limit.

Included in the list of other clearances were Vauxhall parts and accessories, frozen foods made by Ross and animal feedstuffs made by Spillers.

Details Page 24

£ in New York

—	September 14	Previous
Spot	$2.4110-4120	$2.4160-4170
1 month	1.48-1.38 dis	1.39-1.29 dis
3 months	3.35-3.25 dis	3.30-3.20 dis
12 months	9.45-9.30 dis	9.61-9.50 dis

Uneasy day in Chile as junta subdues resistance

BY HUGH O'SHAUGHNESSY, LATIN AMERICA CORRESPONDENT SANTIAGO, Sept. 14.

LIFE WAS slowly returning to some normality in Santiago this morning as the curfew was lifted for eight hours. Last night was punctuated with machine-gun fire and explosions, indicating that what the new military Government calls "the suicidal actions of a few extremists" *were still continuing.*

Pedestrians are thick in the streets looking at the pock-marked walls and shattered windows of buildings. This morning the firemen were still attempting to put out the remains of the blaze in the Moneda Presidential Palace that has been *burning since* it was hit by rockets from the Hawker Hunter fighters of the Chilean Air Force on Tuesday.

In the middle-class residential districts of Providencia and Apoquindo many houses have put out Chilean flags in response to the military junta's appeal for a sign of support.

Queues have quickly formed at those food shops which have opened.

Allende's widow, who attended the funeral of her husband at the family grave in Valparaiso on Tuesday, is at the Mexican Embassy. Her daughter Beatriz left on Wednesday.

Beatriz Allende accompanied her husband, a senior official of the Cuban Embassy, on a flight which took 150 Cuban personnel out of Santiago after the military *junta had announced the break-*ing of relations with the Cuban Government and the closing of the Embassy here. The Embassy was the site of fighting as the coup was staged on Tuesday morning.

There is much discussion and speculation about the TV speech *of Sr. Jorge Godoy the Commu-*nist building worker who served as President Allende's Labour Minister for 54 days. Sr. Godoy called for an end to extrimism of the Right and the Left and for effort and discipline from the working classes.

The National Party Senator Pedro Ibañez has said he believes the military should set up their own political support organisation on the lines of the Brazilian Arena Party.

This, he told me, would strengthen the hand of the armed forces in their tasks. They include "the extirpation of the Marxist cancer from the country," to quote General Gustavo Leigh, the Air Force member of the junta.

The coup d'etat has deepened the division of opinion within the Christian Democratic Party which yesterday officially accepted the coup as what it caled the inevitable consequence *of the Allende Government.* It however hopes for the restoration of constitutional government soon.

The Catholic university *authorities are also unhappy* about the use made of their TV sation by the military for their announcements. The Catholic university's TV station is occupied by soldiers and alternates the junta's announcements with a diet including Fred Astaire films, U.S. cartoons and nature *pictures.*

No accurate count of the number of dead is available but from the official list of factories and offices which were taken by *force on Tuesday* and from eye-witness accounts of the rocketing of slum industrial areas of this city it must be very high, doubtless running into thousands.

● **In London,** Senor Alvaro Bunster, the Chilean ambassador, said last night he had been "dismissed" from his post, and would seek "protection" from Britain. Rear Admiral Oscar Buzeta, the Naval Attache, he stated, had taken over control of the embassy.

Senor Bunster said on BBC television he had received instructions from Chile, "but I could not obey them."

The instructions were to accredit Rear Admiral Buzeta as charge d'affaires" and that I had to hand over the mission to him." But, declared Señor Bunster, "I have to denounce this action as illegal against every diplomatic convention signed by the British Government."

Triumph motor-cycle plant to close—1,750 will be redundant

BY HAROLD BOLTER, INDUSTRIAL CORRESPONDENT

THE TRIUMPH motor-cycle factory at Meriden, near Coventry, taken over by the newly-formed Norton Villiers Triumph concern only two months ago, is to be shut on February 1. Some 1,750 workers will be made redundant.

When NVT took over the motor-cycle operations of Birmingham Small Arms, including the Triumph plant, in July, about £4.8m. of Government aid was injected into the business

The closure announcement, made by Mr. Dennis Poore, chairman of NVT, and of Manganese Bronze Holdings, the parent company, was fiercely attacked by leaders of the six unions represented at the factory last night. After lengthy meetings, shop stewards said they were determined to fight the decision and keep the works open.

According to Mr. Poore, the size of the problem taken on by NVT when it acquired the BSA motor-cycle business did not become clear until the take-over was completed and relevant papers could be studied.

It was now obvious that after losses of some £4m. in the year ended July 1973 and of about £4m. and £8m. in the previous two years, including reorganisation costs, it was heading for a further £4m. loss this year.

Closing Meriden would save some £3m. a year, he claimed, although redundancy payments this year would cost around £1m. There are also plans to sell the Meriden plant, which occupies 315,000 square feet on a 22½-acre site.

"We think the loss of £1m. a year which remains can be made up through better prices, more economic operations on the shop

Continued on Back Page

ON OTHER PAGES

The week in London and New York

Gleam in the dark for equities

DOWN 6.2 points in the first two days the F.T. Industrial (30-Share) Index had recovered the bulk of that by Wednesday while further strength over the remainder of this week adds up to quite a firm performance for equities relative to what the market has been offering for the past three months. Wednesday to Friday—the end of the account—the three days' rise is 12 points for a gain on the week from 414.9 to 420.7.

It is too early to read real significance into this rally, but with dealing volume still firmly on the floor the jobbing and broking fraternity must have their fingers crossed. Bargains marked this week have averaged exactly 6,100. Yet the hopes for an upturn are at last apparent. On Thursday the market shrugged off a fairly predictable £196m. trade deficit for August and even sterling managed to recover a little.

One reason for the upturn in equities has been a further bout of very solid company profits with share prices at last beginning to respond positively. Tube Investments was the obvious example this week with a 20p rise (5½ per cent.) on the day that doubled first-half profits were disclosed. The group has forecast at least £32.8m. pre-tax for the year for a net p/e which at 9 is just one of the many single figure multiples to emerge this week.

Lonrho started the earnings ball rolling on Monday. Its third quarter showed what a rising world economy can do for this group and it also forecast an 8.8 per cent. yield for the year. Plessey's 51 per cent. pre-tax rise for 1972-73 surprised no one, but it did make sense of projections of around £39m. for 1973-74, which points straight to a prospective net p/e of 10.9 times. Elsewhere, Thos. Tilling and Costain both pointed to net multiples of under 9 for their respective current years.

A message from the Governor

Mr. Gordon Richardson, dubbed by some the unknown Governor, stepped out of the Bank of England shadows into the limelight this week; his letter to the U.K's. 200 or so banks told them to limit lending to individuals and to property companies and thus leave more resources available for high priority industrial customers. The banks have also been told not to pay more than 9½ per cent. on deposits (under £10,000) in order to protect the building societies, but the latter still pushed the mortgage rate higher yesterday.

It was all a non-event as far as the stock market was concerned. Hardly a ripple disturbed the tranquillity of the financial sector, though buyers were taking a distinct interest in UDT, up 11 per cent. on the week.

As far as the clearing banks are concerned, it is accepted that profits from now on will be whatever the Price Commission and the Treasury decide—and to that extent minor changes in lending patterns have little bearing on share prices. Only the unlikely event of a sharp fall in interest rates could change this.

For the hire purchase finance houses, a slight fall in money market rates this week brought a little relief, but their margins are still being badly squeezed. On the other hand, they may hope to gain some personal lending business which may now be turned aside by the clearing banks. Some finance houses, of course, are also accredited banks, which ought to put them under similar anti-consumer restraints: the message from UDT, however, is that funds are not short.

Bearish sentiment, however, is currently affecting a number of the secondary banking groups. Fears about property values have pushed down First National Finance, while criticism levelled at the recent accounts is still affecting London and County Securities, and adverse publicity has also knocked Triumph Investment Trust's share price.

Long looks at motor distributors

The motor distributors sector is humming with activity at the moment. We have seen some results this week—interims from both Dutton-Forshaw and Lex Group—though most of the action has been on the bid front. Monday began well enough on this score with a near £17m. bid by Inchcape for Mann Egerton—an attempt on Inchcape's part to raise U.K. earnings. The price paid by Inchcape takes ME out on a p/e of 13 (on the past 12 months' earnings), which many maintain is dear: Inchcape's strength of course is its high market rating.

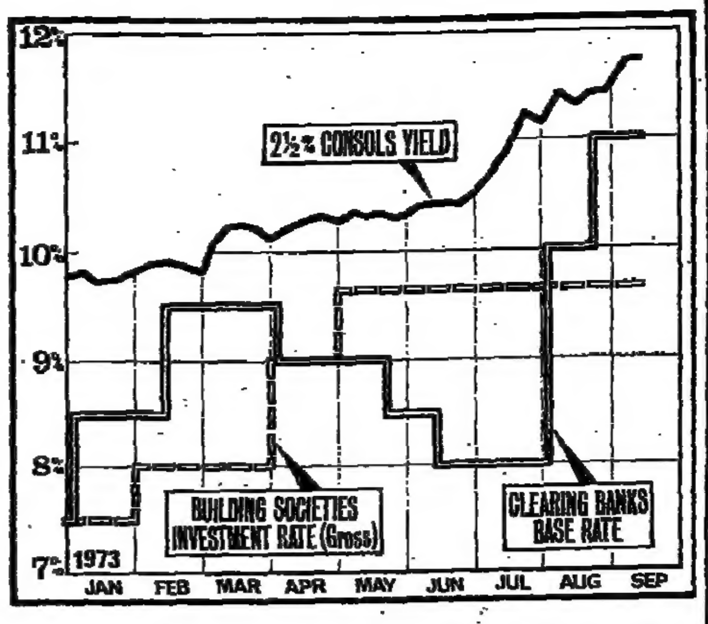
Henlys has also been on the move and is considered by many analysts to be one of the juiciest plums left on the motor distributor side. Not only has the profits record been relatively stable in this highly cyclical business—probably due to the predominance of quality cars in its sales—but there is reckoned to be some attractive property potential.

Henlys' share price is some 40 per cent. above the 1973 "low," and the market is in no doubt that a sizeable stake has been built up.

Bristol Street Group, after some setbacks in its diversification attempts—it dropped out of a bid for Bluemel in September, 1971, and Martin Walter last December—appears to have hit it off with Griffiths Bentley, though there is one dissident GB director. And there appears to be something happening at Wadham Stringer where someone has apparently built up a stake of around 10 per cent. in the company with a view to influencing the property development activities of the group.

Aberdare's rescue

Meanwhile, on another part of the bid front, sighs of relief rather than discontented defensive murmurings are to be heard. After five years of financial problems Aberdare, the electrical engineering company, is to be bailed out by Hawker Siddeley, which is offering a package based on a share offer of 15p and a loan stock exchange. Hawker sees advantages in terms of a good product "fit" over a number of areas plus additional capacity in currently overloaded areas. The American giant General Electric has agreed to forego its option rights so, with the Pru likely to follow in the footsteps of Robert Fleming and the Aberdare Board, which is recommending acceptance, there should be no barriers to the bid going through.



Although Ellis and Everard can certainly claim a premium rating for its impressive record, its lead in the expanding "self selection" concept in building merchanting and its unique position in the "small lot" chemicals business, the case which its directors put forward for rejection of the Unilever bid—which rates E and E at 17 times the company's own projected earnings—does not look entirely convincing. Anyway, Unilever's swift counter, stating that no higher bid would be made, quickly robbed E and E of its 9p premium over the existing offer.

Bovis shareholders in the dark

What are Bovis shareholders supposed to do now? Immediately after producing Tuesday's interim statement, the chairman Mr. M. F. Sanderson resigned "following policy disagreement in methods of management." And although his last words were full of breezy optimism, the figures themselves were disappointing. A £924,000 profits rise to just over £6m., including an extra £600,000 odd from banking and Canada plus "record" profits from housebuilding, leaves obvious worries about the performance in construction and property, which together made up two-fifths of 1972's profits total.

The new Bovis management has said nothing. In this vacuum, a straw poll of five broking specialists produced 1973 profits estimates spreading from £14¾m. to over £18m., and even at the top end of the range a prospective p/e of about 7 is still showing a premium on other housebuilders. But the shares, having dropped 26p to 216p at one stage, have subsequently rallied to 230p accompanied by reports of strong and active buying.

A bid is an obvious possibility, with Mr. Sanderson and P & O together controlling a strategic 15 per cent. or so of the equity. But will a bidder take the plunge in the current confused management situation? Clearly Bovis must clarify the situation soon.

Onlooker

Top performing sectors in four weeks to September 13	% rise
Lt. Electronics, Radio & TV	0.9
Electricals	0.7
Hire Purchase	0.4
Office Equipment	0.3
Household Goods	0.2
Insurance (Brokers)	0.1
	% fall
All-Share Index	3.3
The worst performers	
Packaging & Paper	4.6
Engineering (General)	5.3
Building Materials	5.6
Entertainment & Catering	5.9
Shipping	6.7
Discount Houses	10.7

MARKET HIGHLIGHTS OF THE WEEK

	Y'day	Change on Week	1973 High	1973 Low	
F.T. Index	420.7	+ 5.8	509.5	404.8	Improved demand; tone cautious
F.T. Gold Mines Index	150.5	—15.4	203.6	93.6	Unease following W. Deep riot
Bovis	230	—12	362	220	Chairman's resignation: Int. figs.
Davy International	109½	+11½	123	82½	Revived investment demand
Gallenkamp (A.)	158	—16	193	130	Adverse comment on results
Grendon Trust	257½	+28½	257½	138	Persistent speculative demand
Guardian Royal Exchange	218	+17	268	200	Better-than-expected interim figs.
Hoffnung (S.)	148	+16	152	109	Possible "warehousing" operation
Illingworth Morris	54½	+ 6½	70	46	Chairman's encouraging statement
Inveresk Group	60½	+ 5	62½	31	Speculative bid hopes
Kleeman Industrial	116	—17	190	116	Disappointing interim report
Mann Egerton	196	+62	205	119	Bid from Inchcape
Pancontinental	44	+11	45	20	New Australian uranium find
Plessey	124	+10	154	104	Good results: big defence contract
Roan Cons. Mines	295	+60	470	220	Recovery with copper price
Stonehill Hldgs.	160	—34	210	95	Breakdown of merger talks
Sun Alliance	418	+32	565	380	Investment demand
Tilling (Thos.)	104	+ 9	127	94	Good interim report
Tube Investments	386	+17	480	356	Impressive first-half figures
Western Deep	760	—70	£10	505	Riot at mine

Moderate falls

BY NICHOLAS COLCHESTER

IN A WEEK when interest rates in the U.S. money markets resumed their upwards march and when the Administration began to talk in rather a vague sort of way about a possible tax increase, the New York Stock Market did the predictable thing and reversed its climb of the previous fortnight. Over the first four days of trading the Dow Jones Industrial Index moved unsteadily downwards by juste over 18 points. Yesterday, however, the index recouped 5.79 to 886.36, reducing its loss on the week ot 12.27.

Yet again the Dow did not do credit to the market as a whole which remained somewhat stronger. So while the fall in the Dow was 2 per cent., the American Exchange's index fell by only 1.87 per cent. while the composite index of all stocks on the New York Stock Exchange—as opposed to the chosen 30 that make up the Dow—shed 0.20 per cent. after regaining 0.55 yesterday.

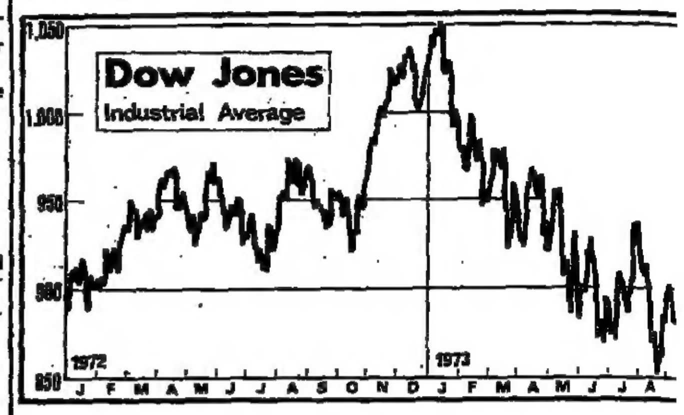
It was also, perhaps, symbolic that while the market as a whole remained above its low for the year, which it achieved in July, International Business Machines went to a new 1973 low point on Tuesday of $285¼. There was, admittedly, a special reason for IBM's softness. Next Monday a judgment is scheduled in Telex Corporation's $1,200m. anti-trust suit against IBM and for some reason the early warning signals have been black for IBM. Telex jumped from 3¼ to 4¼ and at one stage peaked at 5.

On the general news front there was plenty to unsettle the market including some uncoordinated manoeuvrings on the part of the country's economic leaders. The Federal Rese[rve] chairman revealed himself [em]phatically resolved to conti[nue] with tight credit, and inter[est] rates rose after the "Fed" ra[ised] the margins requirement on la[rge] CD's issued by commercial ba[nks] to 11 per cent. The Treas[ury] bill rate went above 9 per c[ent.] for three months and W[ells] Fargo moved its prime to 10 [per] cent. after the close on Thurs[day].

Then there was the curi[ous] talk of a tax increase. [On] Monday the President prom[ised] no tax increase. On Tues[day] Arthur Burns said that [the] President was considering [one]. On Thursday, Melvin La[ird], Nixon's domestic policy advi[ser,] said that this was true. [On] Friday Treasury Secre[tary] Shultz, away in Tokyo, [com]plained that Laird was "so[und]ing off" and that a tax incr[ease] was a bad idea. It hardly ad[ded] up to an encouraging pictur[e of] consistent economic leader[ship] and Wall Street was thorou[ghly] bemused by it.

The stock of the week [was] MGIC Investment Corpora[tion] whose primary business is m[ort]gage insurance. "Magic," [as it] is known here, fell from 6[..] 53½ and the cause of this coll[apse] was a prospectus that reve[aled] that MGIC was having to [raise] $200m. to meet the cash n[eeds] of a mortgage subsidiary suff[ering] in the current money squ[eeze]. The prospectus coincided w[ith a] noted analyst's downrating o[f] 1974 earnings estimate.

Among stocks that bucked [the] market's downtrend were Cu[rtiss] Wright and Lockheed. Cu[rtiss] Wright rose a dollar [when] General Motors revealed th[at it] would produce more Wa[nkel-] engined cars in 1975 than it [had] said it would originally. [Lock]heed went from $6½ to 8¾ on news that Howard Hughes [is] stepping in with $100m. to [help] Lockheed develop a new ver[sion] of the TriStar jetliner.



MINES IN THE NEWS

A sparkle from the OFS

BY KENNETH MARSTON

THE MOST cheerful event in an otherwise rather sad week for the mining world has been the announcement of a splendid batch of final dividends from the Anglo American Corporation group's OFS gold mines. Apart from President Steyn, which has sizeable capital spending on hand, the mines have easily surpassed recent dividend estimates.

As you can see from the table below, the resultant totals for the financial year make an impressive comparison with those for 1971-72. So, of course, do the respective share prices but the encouraging thing in these days when so much attention is being paid to the return on investments is that, again with the exception of President Steyn, the dividend yields have moved into the double figure class with Free State Geduld giving 13 per cent.

	1972-73 Final cents	1972-73 Int. cents	1971-72 Final cents	1971-72 Int. cents
F. S. Geduld	140	65	120	50
Pres. Brand	115	35	80	27½
Pres. Steyn	32½	17½	17	10
W. Holdings	220	100	155	80
Welkom	37½	12½	22	10

Although an investment in South African Gold shares contains an element of insurance against currency uncertainties, a fairly generous yield is still expected on what is a wasting asset—mines do not go on for ever—and one which is always subject to political influences.

Western Deep

The last point has been underlined by this week's tragic events at Western Deep Levels. Some would argue that this was not a political incident, but when you have a situation where white police fire on black workers in South Africa there is bound to be a political impact and memories of the Sharpeville rioting in 1960 have been revived.

The cause of the trouble on this occasion was dissatisfaction on the part of the higher paid machine operators at a new wage structure which had narrowed differentials between their pay and the earnings of the winch, loader and locomotive drivers.

According to reports, the looting of a liquor store influenced the situation which ended in the shooting. Presumably there will now be some restructuring of the wage levels and, hopefully there seems no reason to expect that the rouble will spread to other mines.

Hit Down-Under

In Australia, the long-suffering mining industry has been dealt another blow by the country's further 5 per cent. upvaluation of her currency. In itself this is not a heavy burden on the mineral exporters, but it follows two other effective increases at the turn of the year. And, of course, there has also been the loss of mining tax concessions in the recent Budget.

So there has been a further turn of the screw for the Australian nickel miners who are tied to a U.S. dollar price for their product which is fixed by Canada's International Nickel. The copper producers, however, have the consolation of a high commodity price. Even so, dividend yields remain low by current standards and apart from special situations such as NBHC Holdings, one cannot expect much return of investment interest to this market in the near future.

Dearer copper

One reason why copper prices have gone ahead this week has been the heightened uncertainty regarding supplies from Chile, although an offsetting factor has been the proposed U.S. stockpile release of 251,000 short tons of copper. Meanwhile, the full implications are awaited of Zambia's recent proposals to take a closer control over her copper mining industry.

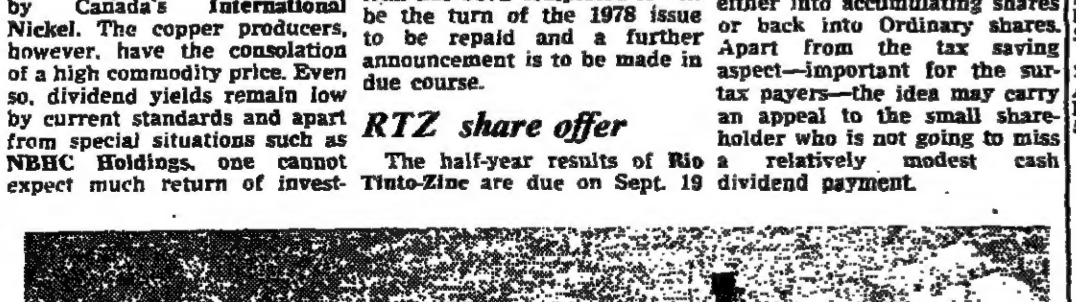
Zambia Copper Investments says that it has received the funds for the full and final redemption of the 6 per cent. 1982 loan stock. The money is now on loan at high interest rates and holders will benefit from this when the money is returned to them next month. After redemption of the 1982 loan has been completed it will be the turn of the 1978 issue to be repaid and a further announcement is to be made in due course.

RTZ share offer

The half-year results of Rio Tinto-Zinc are due on Sept. 19 and there is no doubt that they will make a fine showing. The interim dividend, however, will be governed by the U.K. restraint measures, but shareholders are to be given the opportunity to receive shares in lieu of dividends without a resultant liability to income tax.

The proposal, which has been made possible by recent tax changes, is that shareholders may elect to convert their shares into accumulating Ordinary shares. On each occasion when a dividend becomes payable on the Ordinary shares, holders of the accumulating shares will be given further of these shares.

Full details are to be sent out on September 24 together with the necessary forms which will have to be returned by October 24. Thereafter there will be an annual opportunity to convert either into accumulating shares or back into Ordinary shares. Apart from the tax saving aspect—important for the surtax payers—the idea may carry an appeal to the small shareholder who is not going to miss a relatively modest cash dividend payment.



Surface installations at the Union Corporation group's Kinross gold mine. The company announced yesterday a much higher than expected final dividend of 30 cents which makes a total for 1973 of 46 cents (28.6p) against 30 cents. Approximately R1m. (£0.6m.) has been retained out of profits for capital expenditure and the mine expects to become liable for tax from the beginning of next year.

TV/Radio

† Indicates programme in black and white.

BBC 1

9.05 a.m. Trumpton. †9.20 Laurel and Hardy in "Towed In The Hole." 9.40 The Aeronauts. 10.10 The Edwardian Affair. 10.35 Fact and Fiction. 11.00 The Virginian. 12.15 p.m. Cartoon Time (Bugs Bunny). 12.25 Week-end Weather. 12.30 Grandstand: 12.40 Football Preview; 1.00 International Rugby Union, New Zealand v England; 1.20, 1.50, 2.20, 2.50 Racing from Lanark; 1.35, 2.05 International Boxing: Johnny Clark v Hiro Hamada, John H. Stracey v David Orpeza; 2.35, 3.25 Rally cross from Lydden; 3.05, 3.45 Rugby League: St. Helens v Featherstone Rovers; 4.40 Final Score.

5.05 The Who, What or Where Game.
5.25 News.
5.40 Bruce Forsyth and the Generation Game.
6.30 It's Lulu.
7.15 "In Like Flint," starring James Coburn and Lee J. Cobb.
9.05 Last Night of the Proms from the Albert Hall.
10.20 News.
10.30 Match of the Day.
11.20 Parkinson.

All Regions as BBC 1 except at the following times:—

Wales—11.00-11.30 p.m. Match of the Day. †12.32 a.m. News of Wales.

Scotland—4.55-5.05 p.m. Sportsreel (and 5.35-5.40). 10.30-11.00 Let's Meet for Music. 11.00-11.30 Sportsreel.

Northern Ireland—†Between 2.30-4.40 p.m. International Athletics and Rugby: Leinster v Fiji. 4.55-5.05 Scoreboard. 5.35-5.40 Northern Ireland News.

BBC 2

†8.55 a.m. Open University.
3.00 p.m. Saturday Cinema: "Western Union," starring Robert Young and Randolph Scott.
7.15 News, Sport and Weather.
7.30 Lord Peter Wimsey.
8.15 European Heritage.
9.05 Rugby Special: Leinster v The Fijians.
9.50 Box Me a Bongo: antelopes in Africa, Lake Naivasha.
10.20 Movies Through Midnight: "Babes In Arms," starring Mickey Rooney and Judy Garland.
11.50 News on 2.
†11.55 "Hot Spot," starring Victor Mature and Betty Grable.

LONDON

9.05 a.m. Cover to Cover. 9.30 Improve Your Bridge. 9.55 Joe 90. 10.20 Follyfoot. 10.55 Junior Police Five. 11.00 The Partridge Family. 11.25 Tarzan. 12.30 p.m. News from ITN.

12.35 World of Sport: 12.40 On the Ball; 1.05 International Sports Special (part 1): A look ahead to the Ryder Cup; 1.30, 2.00 and 2.30 Racing from Fakenham; 1.45, 2.20 and 3.00 Racing from Doncaster; 3.10 International Sports Special (part 2): Coca-Cola International Athletics; 4.00 Wrestling; 4.50 Results Service.

5.10 News from ITN.
5.15 The Adventurer.
5.50 Sale of the Century.
6.15 Doctor in Charge.
6.50 "The Green Berets," starring John Wayne.
9.20 Police Five Extra.
9.30 News from ITN.
9.40 New Scotland Yard.
10.40 Who Do You Do?
11.10 International Speedway.
11.55 The Outsiders.
12.00 Police Surgeon.
12.25 a.m. Shirley's World.

All ITV Regions as London except at the following times:—

ANGLIA

9.35 a.m. Hammy Hamster's Adventures on the Riverbank. 10.05 The Amazing Chan and the Chan Clan. 10.35 "Where's Charley?" starring Ray Bolger. 5.20 p.m. The Partridge Family. 6.00 The Cat in the Hat. 6.30 Sale of the Century. 7.00 Doctor In Charge. †7.30 "Captain Eddie," starring Fred MacMurray and Lloyd Nolan. 10.40 Speedway. 11.25 Jason King. 12.20 a.m. At The End of the Day.

ATV MIDLANDS

9.15 a.m. Cover to Cover. 9.35 Improve Your Bridge. 10.05 Captain Scarlet and the Mysterons. 10.35 The Merrie Melodies Show. †11.00 "Saturday Comedy Film: "A Pair of Briefs," starring Michael Craig and Mary Peach. 5.15 p.m. Cartoontime. 5.30 A Family Affair. 6.00 The Partridge Family. 6.30 Sale of the Century. 7.00 Doctor in Charge. 7.30 Saturday Night Movie: "Hombre," starring Paul Newman and Fredric March. 10.40 Aquarius. 11.25 International Speedway.

BORDER

10.35 a.m. Woobinda—Animal Doctor. †11.05 Cartoon Time. 11.15 Tarzan. 5.20 p.m. "The Lions Are Free." †6.15 Border Sports Results. 6.20 Cartoon Time. 6.30 Week-end Action Film: "Red Beret," starring Alan Ladd. 8.00 Doctor in Charge. 8.30 New Scotland Yard. 9.40 Great Films of the Sixties: "Barabbas," starring Anthony Quinn. 12.00 International Speedway.

CHANNEL

11.00 a.m. Film Fun With . . . "Quebec." 12.25 p.m. Puffin's Birthday Greetings. 5.15 Cartoontime. 5.30 UFO. 6.30 Sale of the Century. 7.00 Doctor In Charge. 7.30 The Saturday Film: "Not With My Wife You Don't." 10.40 Aquarius. 11.25 Speedway.

GRAMPIAN

10.55 a.m. Mathman. 11.15 The Partridge Family. 11.45 The Merrie Melodies Show. 12.15 p.m. World Fishing. 5.15 p.m. "F" Troop. 5.45 Doctor In Charge. 6.15 The Sky's the Limit. †6.45 Saturday Film: "Dunkirk," starring John Mills. 9.00 Wait 'Til Your Father Gets Home. 10.45 Anna and the King. 11.55 Wildlife Theatre.

GRANADA

9.15 a.m. Cover To Cover. 9.35 Improve Your Bridge. 10.05 Sesame Street. 11.05 Shirley Temple. †11.15 "Bright Eyes," starring Shirley Temple. 5.15 p.m. "The Lions Are Free." 6.50 "The Greatest Show On Earth," starring Cornel Wilde. 10.40 Speedway. 11.30 Midnight Mystery: "How Awful About Allan," starring Anthony Perkins.

HTV

10.00 a.m. Hammy Hamster's Adventures on the Riverbank. 10.30 Sesame Street. 11.30 Joe 90. 11.35 The Flaxton Boys. 12.00 The Partridge Family. 5.15 p.m. Sale of the Century. 5.45 The Guns of Will Sonnett. 6.45 The Saturday Film: "Lord Jim," starring Peter O'Toole and James Mason. 10.40 Romany Jones. 11.55 Choirs of the World.

SCOTTISH

9.55 a.m. Pretenders. 10.30 H. R. Pufnstuf. 10.45 Feature Film: "Gasbags," starring The Crazy Gang. 12.00 Saturday Cavalcade with Glen Michael. 5.15 p.m. UFO. 9.20 Cartoon. 10.40 Aquarius. 11.25 Late Call. 11.30 Strange Report.

SOUTHERN

10.20 a.m. Shirley's World. Regional Weather Forecast. †10.50 "Cross the Mersey," starring Gerry the Pacemakers and Cilla Black. 5.15 Startime '73. 6.00 Doctor in Charge. Sale of the Century 7.00 Saturday "The Green Berets," starring Wayne. 10.40 International Spee[dway]. 11.25 Southern News 11.30 Spyforce.

TYNE TEES

9.05 a.m. Jobs Around the House. The Piano Can Be Fun. 10.00 Merrie Melodies Show. 10.25 A[..] 10.55 Popeye †11.05 Saturday Mo[rning] Film: "Tarzan and The Merm[aids]," starring Johnny Weissmuller and Christian. 5.20 p.m. Tarzan. 6.20 Ca[rtoon] Time. 6.30 The Week-end Action [Film:] "Red Beret," starring Alan Ladd. Doctor in Charge. 8.30 New Sc[otland] Yard. 9.40 Great Films of the Si[xties:] "Barabbas," starring Anthony Q[uinn]. 12.00 Speedway. 12.40 a.m. Lecture.

ULSTER

10.50 a.m. Yoga for Health. Sesame Street. 12.15 p.m. Grumb[leweeds] Island. 5.15 Sportscast. 6.45 Sat[urday] Night at the Movies: "Cheyenne Aut[umn]," starring Richard Widmark, Edwar[d] Robinson, James Stewart and C[arroll] Baker. 10.40 Speedway. 11.25 The Couple.

WESTWARD

10.10 a.m. Cover to Cover. 10.30 J[..] 11.00 Film Fun With . . . "Que[bec]," starring John Barrymore Jnr. 12.25 Gus Honeybun's Birthdays. 5.15 Car[toon] time. 5.30 UFO. 6.30 Sale of the Ce[ntury]. 7.00 Doctor In Charge. 7.30 The Sat[urday] Film: "Not With My Wife You Do[n't]," starring Tony Curtis. 10.40 Aqua[rius]. "Milligan 'n' Melly." 11.25 Speed[way]. 12.25 Faith For Life.

YORKSHIRE

9.05 a.m. Jobs Around The House. The Piano Can Be Fun. 10.00 The M[errie] Melodies Show. 10.25 Skippy. Popeye. †11.05 Saturday Morning Cin[ema]: "Tarzan and the Mermaids," sta[rring] Johnny Weissmuller. 5.15 p.m. "[The] Lions Are Free." 6.20 Cartoon [Time]. 6.30 The Week-end Action Film: "Red Beret," starring Alan Ladd. Doctor In Charge. 8.30 New Sco[tland] Yard. 9.40 Great Films of the Six[ties:] "Barabbas," starring Antony Q[uinn]. 12.00 International Speedway.

RADIO 1 247m

(S) Stereophonic broadcast

Time checks, up-to-the-minute traffic reports, and News summaries at 5.00 a.m., 5.30, 6.00, 6.30, 7.00, 7.30, 8.00, 8.30, 9.30 and every hour on the half-hour until 1.30 p.m., 2.00, 3.30, 4.30, 5.30, 7.30, 9.00, 10.00, 11.00, 12.00, 1.00 a.m., 2.00. Weather at 5.02 a.m., 5.32, 6.02, 6.32, 7.02, 7.32, 8.02, 8.32, 2.02 a.m.

5.00 a.m. As Radio 2. 8.00 Ed Stewart (S) with Junior Choice. 9.55 Stuart Henry. 12.00 The Rosko Show. 2.02 p.m. Elton John and Bernie Taupin: (S) also on VHF. 3.00 Alan Freeman (S) also on VHF. 5.00 David Simmons (S) also on VHF. 6.30 In Concert: (S) also on VHF. 7.30 to 2.02 a.m. As Radio 2.

RADIO 2 1,500m and VHF

Time checks, up-to-the-minute traffic reports, and News summaries at 5.00 a.m., 5.30, 6.00, 6.30, 7.00, 7.30, 8.00, 8.30, 9.30, 10.00, and every hour on the hour until 2.00 p.m., 6.00, 7.30, 9.00, 10.00, 11.00, 12.00, 1.00 a.m., 2.00. Weather at 5.02 a.m., 5.32, 6.02, 6.32, 7.02, 7.32, 8.02, 8.32, 6.02 p.m., 2.02 a.m.

5.00 a.m. News Summary. 5.02 Bruce Wyndham (S) with The Early Show including 8.03 Racing Bulletin. 8.06 As Radio 1. 9.55 For Younger Listeners. 10.02 Ray Moore (S) The Radio Orchestra and guests Sandra King, Charisma. 12.02 p.m. The Jackie Rae Show (S). 1.02 This is Living 1.30 Strike Up The Band (S). 2.02-5.55 Sport on 2: (1500m only) 2.15, 2.55, 3.25 Racing at Doncaster including 3.00 St. Leger; 2.25, 3.35 International Rugby Union New Zealand v. England; 3.25 Rugby Round-Up: 2.35, 3.20, 3.45, 3.55, 4.50. 5.45 Football League Special; 4.40 Sports Report. 6.03 Star Sound (1500m only). 7.00 Let's Go Latin (1500m only). 7.32 The Nordring Radio Prize 1973 (S). 8.15 Radio 2 Top Tunes (S). 9.02 Charlie Chester presents a summer bouquet of verse. 10.02 Evening Racing Results. 10.03 Vintage Night: (S) Simon Bates. 12.00 Midnight Newsroom. 12.05 a.m. Night Ride (S). 2.00 News Summary.

RADIO 3 464m, Stereo & VHF

8.00 a.m. News. 8.05 Bach and Beethoven (S). 9.00 News. 9.05 Record Review (S). 10.15 Stereo Release: Weber, Mozart, Saint-Saëns, Elliott Carter (S). 11.30 Schubert: Son of the Muses and Visionary: (S). 12.05 p.m. Midday Concert: part 1: Ravel, Tchaikovsky (S). 1.00 News. 1.05 The Positive World. 1.20 Midday Concert, part 2, Elgar (S). 2.20 Man of Action: (S) Fergus Slattery, Ireland and British Lions, rugby international, talks about his career and records. 3.45 Matinee Musical: (S). 4.45 Jazz Record Requests (S). 5.30 Music Now: Sir William Glock and the Proms. 6.15 Organ Gallery: St. Jacques du Haut-Pas, Paris (S). 7.15 The Positive World. 7.30 Last Night of the Proms: part 1: Britten, Vaughan Williams, Bliss, Lambert (S). 8.45 Personal View. 9.05 Prom, part 2: Elgar, Walton arr. Henry Wood, Parry Orch. Elgar (S). 10.20 Planning Adrift. 11.10 Sounds Interesting (S). 11.55 News.

RADIO 4

434m, 330m, 285m & VHF

6.30 a.m. News. 6.32 Farming Today. 6.50 Outlook: (medium wave only). 6.55 Weather, programme news. 7.00 News. 7.10 On Your Farm. 7.40 Today's Papers. 7.45 Outlook. 7.50-9.00 Today. 7.50 Travel News, What's On (medium wave only). 7.55 Weather, programme news. 8.00 News and more of Today including 8.30 Sports Desk, 8.40 Today's Papers. 8.50 The primrose path from Bath to Reading. 9.00 News. 9.05 From Our Own Correspondent. 9.30 Talking Politics. 10.00 News. 10.02 The Weekly World. 9.05-12.00 Open University: (VHF only) excluding Northern Scotland and Wales. 10.15 Daily Service (medium wave only). 10.30 Pick of the Week (medium wave only). 11.30 Announcements (medium wave only). 11.40 Sports Parade (medium wave only). 12.00 News. 12.02 p.m. You and Yours. 12.27 Forces' Chance. 12.55 Weather, programme news (medium wave only). 1.00 News. 1.15 The Entertainers: Will Fyffe. 2.00 Weekend Woman's Hour. 2.00-5.00 Open University: (VHF only) excluding Northern Scotland and Wales. 3.00 News (medium wave only). 3.05 Afternoon Theatre (medium wave). 4.00 4th Dimension (medium wave only). 5.00 News. 5.02 Kaleidoscope. 5.55 Weather, programme news (medium wave only). 6.00 News. 6.15 Letter from America. 6.30 Sports Session. 7.00 News. 7.02 Desert Island Discs. 7.30 These You Have Loved: (S). 8.30 Saturday Night Theatre: (S). 9.58 Weather. 10.00 News. 10.15 Best-Seller: The book and the author. Pickwick Triumphant! 11.00 Lighten Our Darkness. 11.15 News.

TV Top 20

Week ending September 9

			Hom[es] View[ing] (m)
1	Van der Valk	Thms.	
2	Man About the House	Thms.	
3	Coronation Street (Wed.)	Gran.	
4	Sam	Gran.	
5	Reg Varney	ATV	
6	Coronation Street (Mon.)	Gran.	
7	Opportu'ty Knocks	Thms.	
8	News at Ten (Wed.)	ITN	
9	News at Ten (Tues.)	ITN	
10	Hadleigh	York.	
11	Singalong a Max	ATV	
12	Crossroads (Tues.)	ATV	
13	Crossroads (Thur.)	ATV	
14	News at Ten (Fri.)	ITN	
15	It's a Knockout	BBC	
16	Crossroads (Wed.)	ATV	
17	The Generation Game	BBC	
18	Chester—Portrait of a City	Gran.	
19	Hunter's Walk	ATV	
20	News at Ten (Thurs.)	ITN	

Figures compiled by Audits of Gr[eat] Britain for the Joint Industry Commi[ttee] for Television Advertising Research.

هكذا من الأصل

Unit trusts

Your savings and investments

Clouds over finance funds

BY CHRISTOPHER HILL

A FEW years ago unit trusts operating in the financial sector had the reputation for continuous success. Time and again the critics said that the financial sector could not go up for ever but they were always proved wrong. This year, however, the 14 trusts wholly in the financial sector have lost their glamour image and, with an isolated exception, performances range from minus 3.5 per cent. to minus 24.0 per cent. The contrast between the 1972 range of minus 1.2 per cent. and plus 38.5 per cent. is striking; and the question now is whether financial trusts are played out or whether they stand a good chance of recovery if the market takes an upward turn.

Investment managers' views vary on the chances. For example, Anthony Chancellor of Dawnay Day—who manages the £20m. Target Financial fund, which was the market leader for several years—seems rather doubtful. His view is that the financial sector is "daily more and more in the hands of the Government" and he points to frozen rents and the Labour threat to nationalise land, banking and insurance to support this thesis. The split of the Target Fund is basically, property 27 per cent., banking 28 per cent., and insurance 12 per cent., with 13 per cent. in cash. Apparently there has been very little inflow of cash into the fund and activity has been fairly low.

However, this is not to say that he would not take a more optimistic view of the financial sector if the market as a whole started to move up and political factors dwindled in importance. And this attitude also reflects Slater Walker Financial Trusts view (the latter having fallen only 6.7 per cent. this year to the end of August against an All Share Index drop of 17.2 per cent).

Brian Banks of Slater Walker reckons that financially orientated trusts are the first to suffer in a market decline but should be in a strong position when the market recovers. Meanwhile, Slater's have played the field during the bear market and have done well as a result. The major move was to shift a quarter of the £7m. fund into European financial stocks last October and then to sell out nine months later. The result has been a superior performance to that of the U.K. financial sector and a current liquidity of 35-40 per cent — available to move into the market at the right time (whenever that may be!).

Charterhouse European Financial has also done well—as the isolated exception with a rise of 7.5 per cent.—but this is rather a wild card since the fund is committed to Europe which has recently turned sour.

In fact most investment managers have not been adventurous enough to turn to Europe with their financial trusts but have relied on riding out the U.K. storm.

Hill Samuel, for example, launched its Hill Samuel Financial Trust in November 1970 as a fund primarily concentrated on investment trusts. It is still only £1.6m. and, although the experience of investment trusts has not been encouraging over the past year or so, the trust has stuck to its guns. The position now is that —with liquidity of around 20 per cent.—the managers are still staying in investment trusts but will diversify when the opportunity presents itself (possibly into overseas situations).

Barclays Unicorn Financial has also stuck to its guns and has not done very well as a result, with a fall of 16.8 per cent. to end-August this year. The fund is a big one (£30m.) with over 40 per cent. of its portfolio in banks and the insurance field, and the managers have been chary of shifting out of their holdings for fear that they would never get back in again. One feels that ideally they would like to have diversified out of the sector for the time being but were lumbered with the fact that Unicorn Financial is the group's specialist trust in the financial sector.

What this proves is that the financially orientated unit trusts are specialist trusts just like any others and cannot be guaranteed to perform all the time. Moreover, the more specialised they are, the worse off they are—investment trusts being the prime example. It is a sign of the times in this context that S and P's Scotbits trust has been running down its considerable investment trust sector.

● INCOME BONDS

Golden opportunity

NOW THAT the banks have had their deposit rates pegged at 9½ per cent., there is clearly an opportunity for other institutions to leap in and offer something more enticing. The restrictions certainly offer a golden opportunity to life assurance companies with guaranteed income bonds, and the first to grasp the nettle has been Fidelity Life Assurance which has introduced a 5-year new bond guaranteeing over 10 per cent. net of standard tax.

The precise terms are 10.1 per cent. to people over 40 and 10.25 to people over 65 and the minimum investment requirement is £500. With a 95 per cent surrender rate in the first year this should represent the best value in guaranteed income bonds currently—so far.

There are also others waiting to make their moves. Atlantic Assurance—associated with Cornwallis Estates in which Williams and Glyn's has a substantial interest—has now sold its final offer of three-year income bonds but is preparing another idea. This is based on Western Trust and Savings' "inflation fighter" concept but will be linked to the general level of interest rates rather than the Retail Price Index. The company obviously reckons that it cannot forecast interest rates but feels able to march in step with changing levels through a "variable" or "flexible" income bond. The beauty of this would be that the investor would not need to feel that his rate of return was soon going to be outdated.

Western Trust itself has apparently achieved "enormous success" with its Inflation Fighter Bonds (which were launched last week) and is not affected by the Government restrictions for the following reasons. First, it is not a bank within the terms of the restriction, and, secondly, its immediate return is hung on 9½ per cent., so it will be at least a year before any adjustment is made.

So what we now have is a situation where banks are glad to admit they are not really banks in the Government sense of the word and investment policies are departing from the original gilt-edged principle in order to make rates as high as possible. Fidelity's guaranteed bond for example will have a backing split three ways between gilts, loans to merchant banks, and mortgage advances to property developers.

Atlantic and Fidelity have substantial backing and both have paid-up capital of £1m. rather than the bare minimum. But if the race to pay higher rates gets more and more frenzied, investors should look at the status of the assurance company which offers the guarantee as well as the rate of return. It is potentially a dangerous situation (especially if too many investors start switching from bonds they took out two years ago to bonds with up-to-date interest rates). Moreover, the Government is keeping a close watch on the situation and it would be tempting fate for companies to increase the tempo of the competing interest rates in the present climate. After all, the Government has stepped in before to crush concessions which it sees getting out of hand

● INSURANCE PACKAGES

Paving the way

FOLLOWING THE pronouncements in last week's column on the "packaging" fashion, a couple of other packages have trickled in. One is a University Paymaster Policy by Crusader Insurance which is basically an endowment policy with a loan facility to cover students' university education at the right time.

The other is the London Wall Cash Plan which is an income —withdrawal scheme linked to London Wall Financial Priority —which has beaten the All Share Index since inception.

PERFORMANCE INDICATORS

F.T. Blue Chip Performance Indicator†	84.22	+1.12
F.T. Actuaries All-Share Index (adjusted)*	80.61	+0.74

†Calculated by taking the arithmetic mean of the price changes from the beginning of the year of the constituents of the Financial Times 30 Share Index. The base value is 100 on December 29, 1972. This indicator illustrates the movement of a hypothetical equity portfolio initially invested in equal amounts in each constituent.

* Recalculated from 100 on December 29, 1972.

Reeling in the profits

BY WILFRID PICKARD AND CHRISTOPHER DUNN

AS WITH ALL discoveries of new supplies of natural resources, the North Sea oil and gas fields have engendered inflated notions of large profits and instant affluence.

Their positioning outside the influence of the Middle East power game is especially useful, and the continental shelf around British shores should eventually prove very worthwhile, profitwise. But before that, a vast expenditure will be incurred in setting up the drilling operations, the actual production platforms, pipelines and other paraphernalia. Estimates of the costs involved for the next ten years range to over £2,500m.

British Ropes (to be styled Bridon from the beginning of next year) is the dominant supplier of wire ropes in the U.K., and the North Sea oil boom has added a new growth area of demand. Sales of its products have in any case revived in line with general industrial activity.

Profits have remained on a plateau between £5m. and £5.7m. during the past three years. But, with over half of its earnings arising overseas, BR should be a major beneficiary from the lower value of sterling. A rise in 1973 to the £7m.-£8m. range seems likely, and some estimates are pitched as high as £10m.

In February British Steel Corporation's wire interests were acquired (BSC has an option to take up 10 per cent. of BR's equity) and useful rationalisation benefits should flow through over the next few years. At 94p the shares yield 5 per cent. with a prospective multiple which could fall below 10.

With its wire mill at Coatbridge, in central Scotland, Martin-Black is also well placed to obtain its share of orders from North Sea developments. The group has geared up to make the most of the situation, expanding capacity and setting up a new offshore division. The shares, at 68p, yield 5 per cent. with a p/e of 9.5 which underrates the prospects.

In the same line of business, and also well located in Scotland, Bruntons (Musselburgh), at 145p, offers a more generous yield of 7.2 per cent. Since 1968 profits have advanced by 50 per cent. to £1m., a trend which should continue.

Takeover prospects

The takeover attractions of food retailers are worth a second look. Although most of the obvious bid candidates went during the last bull market, this has by no means exhausted the possibilities of further action.

Nevertheless, the subtleties of the game could be changing. Whereas the previous bid rationale centred on the turnround opportunities which the less efficient chains presented (with profits on surplus property a bonus), it is the smaller retailers who are now being menaced. The trend towards out-of-town superstores appears to be gathering momentum, and the inducements of flexible hours, bigger discounts and greater shopping convenience should eventually suck away a fair proportion of High Street business.

Alternative usage could be the eventual destiny for those groups which come under the hammer—a 25 per cent. jump in shop rentals over the past year shows that retailing on the whole is booming—or the out-of-town operators may even be keen to straddle the market by purchasing High Street sites. The ultimate attitude of the Department of the Environment is probably crucial here.

A useful buy on this tack looks to be William Morrison Supermarkets. At 90p, the shares are selling on an historic multiple of 14.5 and yield 2.5 per cent. On the one hand, the record is impeccable and profits have almost doubled to £828,000 since 1970; the second-half improvement last year was 66 per cent. On the other hand, it is doubtful how long this growth rate can be sustained, especially since the group's new stores are only around 40,000 square feet, compared with Tesco's proposed giant of 140,000 square feet. Expanding the geographic coverage should also prove difficult in the absence of real financial muscle—and rights issues cannot be used indefinitely.

At 157p, some 8p off the 1973 high, Cullens Stores also looks attractive, witness the price discrepancy on the "A" shares. Expanding the liquor side is plainly putting some bounce into a disappointing profit performance, but static turnover since 1968, 130 outlets in the London environs and an asset-value of 146p tells its own story.

WHAT THE BROKERS SAY

A DECLINE in non-food retail sales has begun to show through in official statistics, and CHARLES W. JONES suggests that House of Fraser and Debenhams should be sold before their respective interim results. This broker's strategy is to switch funds into British Home Stores or Boots after their half-time figures.

It is pointed out, however, that Stores groups may be the "least politically sensitive targets for takeover and asset realisation in the next bull market." On a going-concern basis both Fraser and Debenhams have net asset value above the current share price.

Although doubts are expressed about F. W. Woolworth's modernisation programme, this broker considers that there is some merit in the 7.5 per cent. yield.

Buoyant demand at home and overseas together with the devaluation of sterling have resulted in most sectors of the chemical industry working at full capacity. Interims from ICI and Albright and Wilson testify to this situation in the view of SIMON & COATES. They, together with Reckitt & Colman are considered to be in the buying range.

* * *

Maintained profits for Tate & Lyle are anticipated by SEBAG & CO. The 7 per cent. yield and discount on net assets should also act as a support for the share price.

Purchases of Thos. W. Ward are also recommended while sale recommendations of Armstrong Equipment and George Bassett are made if they break through chart support levels.

IN BRIEF

The fantastic growth which Magnet Joinery has been turning in during the past three years is still not reflected in the rating. Between 1971 and 1973, profits zoomed from £1.1m. to £5.7m. yet the historic multiple at 230p is only 10—meagre for a concept stock. This is what MJ has become following the rapid expansion of its building supply depots, which now number 85 (1970: 42) and account for 74 per cent. of turnover. A 90 per cent. sales gain during the first third of the current session means further growth is almost certainly on the way.

* * *

Stalking Rowntree Mackintosh at 145p could seem premature, but the share-price may, at last, have bottomed. The full extent of the bad news is known, with less damage to the balance-sheet than was feared. There seems less worry on the trading side; the major bear point remains the dividend position. Down 35 per cent. since the news came out it certainly has recovery potential.

Finance and the family

A non-residents tax

BY OUR LEGAL STAFF

I am employed by the UN in Geneva; my salary being stated to be free of national taxes. Is it correct that my UN salary should be completely disregarded for U.K. tax purposes or is my UN income also to be taken into account on a global basis, and only a proportion of my allowances granted against my U.K. income and my wife's U.K. investment income? Further, if my UN income is to be taken into account, at what rate should it be converted into £s? Is it the case that there may be a difference in treatment between the first two years, when I was employed in the U.K. for about two months, and subsequent years?

It would certainly appear that you are not resident in the U.K. for tax purposes. Even though non-resident, however, you will be entitled, under the terms of the double taxation treaty between the U.K. and Swizerland, to a proportion of the U.K. personal allowances against your U.K. income, such proportion being the ratio that your U.K. income bears to your total ("world") income (that of your wife being included in each case). Your world income will, of course, include your UN salary and possibly some or all of the allowances. We suggest that the conversion rate used should be an average of the exchange rates prevailing in the years of assessment concerned, which run from April 6 to the following April 5.

With regard to your final question, we set out below wording from paragraph 18 of the Inland Revenue publication, Residents and Non-residents Liability to Tax in the United Kingdom (IR20, 1973).

"If a person goes abroad for full-time service under a contract of employment and:—

(a) all the duties of his employment are performed abroad or any duties he performs here are incidental to his duties abroad . . .; and

(b) his absence from the U.K. in this employment is for a period which includes a complete tax year; and

(c) interim visits to the U.K. do not amount to six months or more in any one tax year or three months or more on average,

he is normally regarded as not resident and not ordinarily resident in the U.K. from the day following the date of his departure until the day preceding the date of his return. On his return he is regarded as a new permanent resident."

Provisions in a will

My friend and I are both divorced but live together as a family with our children, including his daughter of 14. I have spent a lot of my money on our house and he says he will make a will, leaving it to me. But could his ex-wife contest this will, as we are not married, and could I perhaps be ejected? Could he alter the will in his daughter's favour without my knowledge? Do you think we should both go and see his solicitor?

Your friend's ex-wife would not contest his will as such except to seek provision for herself. If she is provided for or if she has had a claim to maintenance rejected she cannot interfere with the dispositions in the will. It would however be wise for your right to live in the house to be expressly provided in the will. We agree that you should visit his solicitor and ensure that all the facts are fully before him both as to what you put into the house and as to what you want the provisions in the will to effect.

Blocking up drainage

The rainwater from my roof has been piped to a ditch outside my garden into which a contractor has been permitted to dump earth, so blocking my drainage. Is there anything I can do?

Assuming that you have enjoyed the right of draining your surplus water in this way for a period of 20 years, or, alternatively, that you have an express grant of the right to drain in this way, the answer is yes. You should, however, move quickly. It is possible that if you let more than 12 months go by from the date of the blockage before issuing your writ to stop the nuisance you will be too late. You should see your solicitor at once.

Diversion of traffic

My house and that of my neighbours is built on made-up ground and over the years there has been some cracking and subsidence. Owing to repair works undertaken by the council, it is now proposed to divert heavy traffic along the road for several months. If the consequent vibration causes further damage, would we have any claim against the council and should their attention be drawn to the matter?

We doubt if you would have any claim against the local authority, but it is eminently desirable that you should inform the authority of the risk of damage to your property. If the traffic is diverted past your houses thereafter a case might be made out, but you would need to seek the opinion of counsel specialising in such matters when the full history is known.

Poor water supply

My water supply is very poor and I now hear that a factory is to be connected to the main, which will probably result in my getting none at all. Is there nothing I can do?

You do not tell us precisely who are the water suppliers, so that we are not certain what is the applicable "code." However, it is reasonably certain that whoever such suppliers are they are under a statutory duty to supply you with a domestic supply of water, and that if they fail or neglect so to do they will be liable to a penalty—a fine—which is usually so much *per diem*. Whether you can also recover damages for such failure is an unresolved problem but the better opinion is that you would not be so entitled. Your remedy therefore will be, if the supply fails, to put the criminal law in motion.

Bills for a house

My former wife occupies my house under a Court order, and I have recently received a number of bills for work she has had done to it. Can I be compelled to pay them?

No, we think not, strictly. Whether it would be wise not to pay is another matter, because if you did not your wife would presumably let the house go to rack and ruin. This may be a case where it is not too advisable to stand on your strict legal rights. It is your house, and some day you will require to sell it to reasonable advantage.

Registration of transfer

Referring to the item headed Registration of Transfer (July 21) how can a house be transferred by means of a house transfer form? Is not a deed of conveyance necessary in the case of registered land?

Once land has been registered at H.M. Land Registry the title is passed not by conveyance but by a transfer. The latter is a simplified document, but still a deed, in one of a series of forms prescribed by the Land Registration Rules made pursuant to the Land Registration Act, 1925. Forms (Form 19 or Form 32) can be obtained from H.M. Stationery Office or Law Stationers.

Maisonette without gutter

There is no gutter over the maisonette above my flat and the water runs down the wall and has rotted my floor. Can I insist that the owner of the ... maisonette puts in a gutter and repairs the floor?

You cannot insist that the owner of the upper flat put in a gutter if there never has been one there. On the other hand unless the roof has been in the same condition as at present (as to the dripping of water on to the side wall below) for more than 20 years the upper flat owner will have no right to discharge water on to your premises. We think you would be well advised to consider sharing the cost of installing a gutter. The liability for the rotted floor will depend on whether or not there has been 20 years' use of the present eavesdrop—if there has, you will have no remedy. This is on the assumption that your title deeds contain no express provisions which cover these matters.

A tenancy in common

A will directs that on the death of the life tenant a property will be taken over by the executors in equal shares for their own benefit. Is this a joint tenancy or a tenancy in common?

We think that the will created a tenancy in common by the use of the words "in equal shares."

A dangerous tree

A poplar tree overhangs my fence which I fear may fall and damage my house. I am told that if I cut off the branches on my side, I must return them to my neighbour. Is this so? Is there anything else I can do about this tree which even after the branches were cut might cause damage?

You can trim the tree by cutting off branches which overhang your own land and can place the cut branches on your neighbour's side of the boundary if he will not agree to their disposal. If you cannot avert the danger by lopping the overhanging branches you would have to seek an injunction ordering the owner to fell the tree, but it is doubtful if you would obtain such an order, and you would thus be at risk as to costs.

No legal responsibility can be accepted by the FINANCIAL TIMES for the answers given in these columns. All inquiries will be answered by post as soon as possible. No charge is made for this service except in relation to investment matters.

GAS CENTRAL HEATING

Steady growth in demand

BY TOM KYTE

DOMESTIC GAS central heating is one division of British industry in which there has so far been no evidence of a let-up in consumer spending. The entire central heating industry has, in fact, been a steady growth performer over the last five years or so; total deliveries to wholesalers increased from 843,000 units in 1968-69 (March year end) to 1,119,000 units in 1972-73.

Most of the recent growth in demand has been for systems fired by gas boilers, particularly over the last three years. Indeed, while total deliveries of oil and electric boilers increased from 129,000 units and 310,000 units respectively in 1970-71, to 135,000 and 316,000 by the end of March 1973 (after both suffered downturns in 1971-72), manufacturers' sales of gas boilers jumped from 326,000 to 527,000, without a hint of a setback.

Early dominance

Gas boilers first started to take an important share of the market in the early 1960s. And one of the first companies to involve itself in this sector was Potterton which hit upon the idea of encasing a gas boiler in an attractive enamel cabinet. Such was Potterton's dominance of the market in those days that in 1965, it estimates, it held around 60 per cent. of the entire market.

However, in 1966 the first variation on the conventional gas boiler, the back boiler, was introduced to the market by Ideal Standard. This was followed three months later by the launching of the Richard Baxendale version, which really took the industry by storm and had soon grabbed a large slice of the market from the manufacturers of floor standing boilers.

Baxendale's stake in the back boiler market is still the largest, but since 1966 many other manufacturers have brought out competitive versions. GlowWorm, for instance, one of the best known names in the gas central heating central sector, first began to take a serious interest in the industry in 1968 when it developed and launched its own back boiler; it now holds the second largest share of that particular market.

Since 1968-69, deliveries of back boilers have increased 270 per cent. while the growth in the sales of floor standing boilers has been around a third. This meant that Potterton, which continued to specialise in floor standing boilers, missed out on a lot of growth at a time when it was also experiencing some internal troubles in the late sixties. A great deal of time was spent—between 1969 and 1970—trying to develop a new component which it could use in a wide range of boilers. Unfortunately this proved unsuccessful and in 1971, when the group carried out a massive reorganisation programme, the idea was abandoned.

By this time Potterton's overall share in the gas boiler market had dwindled to less than 20 per cent.; and in 1972-73 the company fell £923,000 into the red with around £350,000 attributable to the U.K. heating side. However, following the reshuffle the group has started to regain its share of the market and reckons that its stake is once more "substantial." Potterton still holds the largest share of the floor standing market—about 25 per cent.—and now also produces wall-hung and back boilers.

In the meantime, though, Potterton's chief competitors in the sector had been enjoying strong profits growth. Glow-Worm, which estimates that it has the largest share of the overall boiler market, produced 1970-71 profits of around £517,000 before tax, and the company has just reported profits of £1,347,000 pre-tax for the nine months to March, 1973. That represents a 58 per cent. rise over the previous year and although this clearly reflected the fact that 1972-73 was a record year for all gas boilers, the main factor behind the increase was almost certainly the meteoric rise in the popularity of wall hung boilers.

John Philip, our Insurance Correspondent is on holiday

These were first introduced about five years ago but it was not really until 1971-72 that they made a significant impression on the market. In 1972-73 overall sales of wall hung boilers more than trebled, and they now account for around 15 per cent. of total gas boiler deliveries. GlowWorm, which already had a substantial stake in the floor standing boiler and back boiler markets, was one of the first to recognise the potential here and now claims the largest share of that market (16 per cent.).

Ideal Standard's true profits record is distorted by exceptional items resulting from a reorganisation which took place between 1970-71. But the company does now appear to be moving in the right direction following a sharp downturn in 1970. Apart from central heating, Ideal Standard also derives a substantial part of its income from the manufacture of sanitaryware and this, too, has experienced booming conditions in recent years.

Baxendale, on the other hand, specialises almost entirely in the production of back boilers and it was its efforts to widen its range of products in the heating field which led to its only downturn so far; in 1971-72 profits dropped 45 per cent. pre-tax. However, the group has spent more time since then retrieving its share of the rapidly growing back boiler market, lost during this period (and in doing so ha also managed to lower produc tion costs).

Sales of back boilers jumpe by 45 per cent. in 1972-73 an Baxendale was able to take ful advantage of this, lifting profit from £175,000 pre-tax t £1,021,000, or more than thre times the 1970-71 total. Baxen dale has recently resumed it efforts to widen its product rang and hopes soon to introduce new gas heating product whic will not be directly connecte with central heating. It als intends to develop its own wa hung boiler.

The companies mentioned far are generally acknowledge as the leaders in the centr heating field but the sector continuing to grow as more an more new companies enter th industry.

One of the most recent entri to the field is Thorn Heatir which was formed in 1969 wh Thorn Electrical acquired bo William Sugg and Internation Janitor. It is difficult to tra Thorn's profits progress to da because the two acquisitio which formed the company ha been undergoing considerab integration and reorganisatio and the exceptional costs relati to these have distorted the prof pattern.

Thorn estimates that currently holds around 10 p cent. of the overall boiler mark and that it has a 20 per ce stake in the radiator mark so it seems well placed to pa ticipate in some of the prof growth enjoyed by the rest the sector.

Growth potential

Another name which h become well known in the g central heating sector recen is New World, a name whi used to be associated with g cookers. New World Gas He ing was formed by Tu Investments to market the he ing products of all its su sidiaries, Ascot Water Heate Radiation Gas Fires and Park Central Heating. On the cent heating side New Wo specialises in marketing the p ducts which it considers ha the greatest growth potent such as wall-hung boilers a back boilers. It markets floor-standing boilers as regards this as a static mark

With the exception of Bax dale, which is privately own all of the companies mention like Thorn and New World, owned by much larger organ tions. Potterton is a subsidi of De La Rue, GlowWorm owned by Midland Aluminiu and Ideal Standard of course a subsidiary of the U.S. g American Standard. All these should therefore h adequate financial resource finance any further expansion.

CAREERS AND EDUCATION

Fresh ideas on breeding more entrepreneurs

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

"WHAT THIS country needs is more entrepreneurs." Talk with practical British businessmen about the U.K.'s manpower requirements and it is an odds-on chance that one of them will eventually utter the aforesaid snappy prescription for the nation's economic well-being.

Views are much more diverse, however, when it comes to prescribing how the extra entrepreneurs are to be produced. At one extreme I have heard advocates of abolishing the Welfare State on the grounds that hunger breeds enterprise—presumably enough of it lawful to generate the wealth needed to pay for the suppression of the additional undesirable enterprise which would inevitably be bred in the same process.

At the other extreme I have heard advocates of admitting to the country any immigrant who wished to come. The grounds here are that people keen to uproot themselves and seek a better living in an alien land must have a large measure of the entrepreneurial spirit.

Not original

If these suggestions have anything in common it is that they are neither politically practicable nor strikingly original. The same applies to most other, less extreme ideas for raising the country's entrepreneur-content which tend to be put forward in informal conversation.

One idea which does seem new, however, was expressed in The Spectator this month by Mr. Richard Ryder. Since the suggestion comes from the Tory side of the divide—Mr. Ryder is a former chairman of the Cambridge University Conservative Association—it might one day also become politically feasible. The idea is to suppress the public schools and have but a single "one-nation" schooling system. Let me quote a sample of the argument:—

"Modern conservatism leans on the conviction that individuality and enterprise are intertwined. The rigid corporate nature of public schools imposes uniformity and discourages individuality among that very section of the community upon whom the capitalist system is most dependent. Yet the chief reason for Britain's economic malaise throughout the past hundred years has been the capital classes' timidity to take the necessary entrepreneurial risks that are vital to capitalism if it is to operate effectively."

The only criticism I have of Mr. Ryder's suggestion is that it is based on a possible fallacy. Even if it is proved that the public schools discourage the development of entrepreneurs, it does not mean that a State education will be any the less discouraging. It might be even more so.

A growing number of people, including Sir Toby Weaver, who until recently headed the higher educational group at the Department of Education and Science, seem to be reaching the view that this country's most "individual" form of education—namely that provided by the universities—tends to inhibit enterprising action. True, universities do not stifle entrepreneurial development altogether (as anyone who has witnessed professors in ruthless pursuit of extra grant finance will testify). But neither, plainly, do the public schools.

Whether or not one type of formal education discourages entrepreneurial development more than another, I know of no properly established type which indisputably encourages it. This is not to say, however, that no one has tried to find ways of teaching "entrepreneurism."

Professor David McClelland of Harvard University for instance has tested methods based on something called "thematic apperception." In crude terms, this amounts to programming people with the basic patterns of thinking characteristic of entrepreneurs. (McClelland suggests that they have a fiery need to achieve difficult but not impossible objectives).

These methods seemed to have some effect while the students were gathered together on the courses. The trouble, as far as I can gather, was that the students swiftly regressed towards their old non-entrepreneurial behaviour after leaving the course and returning to live in their normal social setting.

The available evidence seems to suggest that entrepreneurs are bred from a coupling of their individual psychological make-up and the social circumstances in which they are brought up and live. Some research work on the social side of this combination has been done in England by two lecturers—Dr. Jon Stanworth and Mr. James Curran, respectively from the Polytechnics of Central London and of Kingston-upon-Thames.

Their work is based on studies which they made three or four years ago of a number of people in the Surrey area who have started their own business or inherited one. The studies cover entrepreneurs who variously became sole owners, joint owners or managers of the business they had owned on behalf of a group which had taken it over. Some had been successful, some unsuccessful, and others had fluctuated between one and the other.

Starting point

According to the two lecturers, whose conclusions have now been published*, a likely starting point for an entrepreneurial career is a condition of "high social marginality." This means a situation in which an individual feels that his personal attributes, such as his intellect and social inclinations, are out of tune with the position he has happened to be accorded in society. If a person feels this strongly enough, he is likely to do something to procure a better "fit" for himself.

Whether or not the action he takes is the starting of his own business, however, tends to depend on other influences, some external, others personal.

One external factor is the economic climate. Naturally enough the sheer physical opportunity for starting a business rises if the economy expands, drops if it deflates, and moulders if it remains stagnant. Another factor is the rate of change in the structure of the economy or of an industry. Broadly speaking the faster the change, the more numerous the entrepreneurial openings.

The two lecturers also suggest that a person resenting his "social marginality" has a greater tendency to react by starting his own business if he has been subjected to certain personal influences.

He is more likely to respond in this way "if he is a member of a social group traditionally constrained to enter economic activity and barred by the remainder of society. The Jews are an example of this hypothesis in practice."

A second personal influence which the two quote is exposure to "business culture"—by which they mean the beliefs and values associated with the ideas that operating one's own business is worthwhile and that business makes an important contribution to society.

Admittedly some of these concepts are not new, but the lecturers' book does suggest a fairly fresh thought. It is that whether a child does well or badly in the education system has little bearing on his development as an entrepreneur. Where he goes to school, on the other hand, is likely to be of considerable importance. If the basic factor is that the child should feel thoroughly out of tune with his position in society and the nation really needs more entrepreneurs, then perhaps the State should provide many more scholarships for children from working class backgrounds at schools such as Eton.

A vital point, however, is that these children would have to be subjected to large doses of "business culture" as part of the curriculum. Without this, the child's reaction to his "high social marginality" might not be to start his own business, but something else entirely. As Dr. Stanworth and Mr. Curran point out, the possible reactions to such a situation range widely—"from mental illness to joining the Communist Party."

* *Management Motivation in the Smaller Business. Gower Press, £4.25.*

APPOINTMENTS

Tor Investment new chairman

Mr. J. V. Woollam is to become chairman of the TOR INVESTMENT TRUST after the annual meeting next month to succeed Mr. R. G. Maltwood, who is retiring from that position but will offer himself for re-election to the Board.

★

Mr. David Valentine has been appointed a director of WM. BRANDT'S SONS AND CO.

★

Mr. Harry Turner, sales controller for the past three years of WESTWARD TELEVISION, has been appointed to the Board.

★

Mr. Leslie Benton has been appointed manufacturing director of TEMPLEWOOD CABINETS, a subsidiary of Rubery Owen Domestic Equipment.

He will remain manager of Rubery Owen Group Consultancy Services, a position held for the last five years.

★

Mr. R. B. Jones, production engineering manager of CLIFFORD WILLIAMS AND SON, has been appointed production director.

★

Sir Leslie Robinson, of Schroder Wagg Co., has been appointed chairman of HOME GROWN FRUITS from October 1.

★

Mr. Les Hoskin, workholding division managing director, has been appointed a main Board director of the F. PRATT ENGINEERING CORPORATION.

★

Mr. P. C. Newman has been appointed managing director, and Mr. P. A. Sharp and Mr. D. M. Sullivan have joined the Board of T.T.B. (DEVELOPMENTS), the engineering section of the T. T. Boughton group.

★

Mr. J. J. Raper has been appointed chairman of ST. PIRAN MINING COMPANY in place of Mr. J. M. Gullick, who has resigned from that position and from the Board.

★

Lieut.-Col. I. K. A. McNaughton has been appointed chief inspecting officer of railways in succession to Col. J. R. H. Robertson, who is retiring at the end of December.

★

Mr. D. C. Walsh is to relinquish the title of commercial director of ELLIS AND EVERARD (CHEMICALS) on October 1 and will become deputy managing director. Mr. B. Smith and Mr. F. G. Sykes are to join the Board on that date and they will continue with their present responsibilities.

★

Mr. Peter Giblin has been appointed by RUSSELL REYNOLDS ASSOCIATES as vice-president of its European headquarters in London.

★

Mr. E. C. Mortimer has been appointed to the Board of BROADWELL BUILDINGS, a subsidiary of Dexion-Comino International.

★

Mr. F. H. Passey has been appointed works director of the Grangemouth, Stirlingshire, plant of Marbon Chemicals division of BORG-WARNER.

★

Mr. Donald W. Vollmer has been elected president and chief executive of BANQUE AMERIBAS, the Luxembourg-based merchant bank owned 60 per cent. by Bank of America and 40 per cent. by Banque de Paris et des Pays-Bas. Mr. Vollmer succeeds Mr. Pierre Haas, executive vice-president of Banque de Paris et des Pays-Bas, who now becomes chairman Board, a position previously by Mr. C. M. Van Vlierden. Van Vlierden, Bank of Ame executive vice-president in ch of international banking, will c tinue as a director of Ban Ameribas.

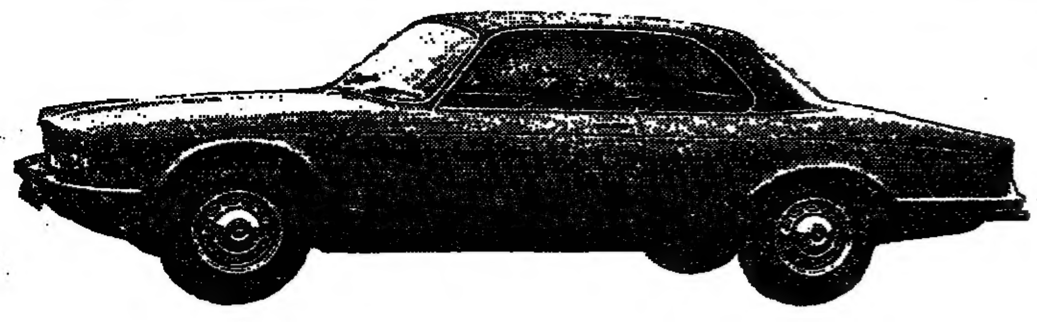
Mr. Vollmer was previously president in charge of the B of America's multinational d sion in the U.K.

CHESS SOLUTIONS

Position No. 37. White dra by 1 K-B8!!—an extraordin move apparently quite fa 1...P-Kt4; 2 K-Q7! B-B4ch; K-Q6, P-Kt5; 4 K-K5, K-Kt5; K-Q4 and draws. The natu moves for White all fail. P-B8=Q?, B-B4ch; 2K-B7, B and wins. Or 1 K-Q6, B-B4; K-B5, K-K5; 3 K-Kt6, B-B1 wins. Or 1 K-Q6, B-B4. Quit conjuring trick.

Problem No. 37. 1 R-QB4! threat 1...QxR; 2 K-Kt2. Q-B4ch; 2 K-K3. 1...B-Kt6; K-Kt2. 1...BxP; 2 K-K4 are main lines. Interesting to why QB4 is the only square the rook.

Motoring



A coupé from Jaguar

BY JAMES ENSOR

INCREDIBLE though it may seem, Jaguar's XJ Series of cars will be five years old in a couple of months' time: and still the company cannot make enough of them to meet demand. No car has an indefinite life, however excellent its basic conception. Jaguar initially planned in terms of about an eight year life for the design, during the first two of which would be in short supply, the next four freely available, and the last two it would need to be marketed hard. Owing to Jaguar's strike problems, it has worked out like that at all, the car is still in short supply in its fourth and fifth

Extended

The range, which has already been extended with the Vee twelve model, the long wheelbase versions of the six and twelve cylinder models and the Vanden Plas luxury version, now receives a coupé as well. Initially, this was planned to add appeal to a line which Jaguar expected to be reaching or even passing its period of peak sales. Instead, it arrives at a time when the production lines cannot meet demand and waiting lists of six to twelve months are the norm.

The coupé, too, has suffered from the labour troubles which beset Jaguar in the past year, so that rather to the company's embarrassment none is yet available either for public sale or for testing by newspaper correspondents. I have, however, had the rare privilege of actually seeing one of these cars although I was not permitted to drive it, since I understand that the engine was not in proper trim.

I can report, however, that it is visually most attractive, looking as it does like a rather neater version of the XJ saloon. Since it is based very closely on the saloon—only the door, rear quarter panel and window differ—it will obviously feel exactly the same to drive. Its appeal, therefore, devolves on its looks, which while very similar to the saloon are probably sufficiently different to attract a long string of buyers.

There are two approaches which one can take to the coupé business. As BMW does with the 3.0 CS and Mercedes has done with the 350 SL, one can charge a premium price for a body which is designed *de novo*, bearing little relationship to the saloon and, as in the case of the BMW being assembled in a different plant.

Alternatively, one can adopt most of the structure of the existing saloon, modify it for two doors, manufacture it on the same assembly line and market it as a minor variant. Generally, the manufacturing cost works out cheaper than for the saloon by this method, since two doors cost less than four. Jaguar, however, plans to charge a small premium for the coupé.

Welcome

At the same time as introducing the coupé model, Jaguar has made some welcome modifications to all the XJ saloons, which now emerge as Series Two models, again with some price increase. The 2.8 litre model, which was never made in very large quantities for the home market, has been dropped entirely, except for a few countries such as France where tax reasons necessitate its retention. A new air-conditioning system, with very simple and effective controls, is offered as an optional extra on all cars in the range.

Much better insulation including a fire-proof asbestos shield have been fitted to the bulkhead and the wiring and piping under the bonnet has been simplified and fitted with adaptors where they pass through the bulkheads. This makes servicing and replacement much easier and also reduces the noise and the likelihood of short-circuits.

Important

Much the most important change, though, is to the dashboard, which has been completely redesigned. No feature of the car has been so consistently criticised as the confusing array of piano key controls which Jaguar provided for every system from lighting to fuel tanks. These have been replaced by fingertip controls on the steering column, by large illuminated rocker switches in front of the gearlever and by a small tray, suitable for maps or pens. The traditional walnut dashboard, however, has been retained.

Electrically operated windows, with the controls placed on the armrest between the driver and front-seat passenger, a central door-locking device and inertia reel seat belts now make Jaguar as refined in its minor control systems as it has always been in its engine and handling. Really, one has to try quite hard to find any faults with the car—and then they are only minor quibbles, such as the power steering being too light. Despite the price increases, I think the Mark Two versions and the coupé should ensure that Jaguar still has production shortfalls for the next year or two.

The price of the XJ6 Coupé (including tax) is £4,260.

Golf

Best of the putters

BY BEN WRIGHT

TO RETURN home after weeks on tour is sometimes a mixed blessing in that the mail bag is often horribly swollen. Usually, however, there are compensations in the shape of letters of compelling interest, many offering constructive criticism and advice. Such a missive greeted my recent return from the Wills Open penned by Eustace Storey, who was runner-up to Ernest Holderness in the Amateur Championship of 1924, beaten by three and two at St. Andrews.

One of my rare regrets is that I was not around in the era concerned to have watched the late Bobby Jones playing at his best, a disappointment only exceeded by the fact that I saw Ben Hogan when he was plainly over the top, due mainly to his damaged left knee, but also in no small part to the onset of the dreadful "twitch" on the putting greens.

Storey I never saw, but those my senior fortunate enough to have done so wax eloquent on the brilliance of his putting, achieved as it was with a method as eccentric and rigid as was his magic wand original in design. Storey played twice in the Walker Cup matches, in 1924 and 1926, in the former losing his 36 holes singles match against the great Francis Ouimet at the final hole.

Temperament

I have always regarded golf as 70 per cent. mental and 30 per cent. physical. But in taking issue with me on certain aspects of last week's column about lazy professionals, Storey maintains that golf is purely and simply a game of temperament. He maintains quite rightly that on this score alone the most brilliant players fail, and, as he calls them, the "plodders" so often succeed.

Storey feels that Tony Jacklin is virtually a carbon copy of the late George Duncan in the sense of temperament. I only knew the latter in the twilight of his life as professional and golfing father confessor at Mere in Cheshire, where as a cub reporter I "ghosted" the great man's weekly column—my first job in golf journalism. Because Duncan was such a positive character possessed of unswerving opinions and ideals, the job was at once fascinating and infuriating. He was justly famous for the speed of his play, his attitude being that it was in some way better to miss a putt quickly than spend an age studying the line before missing it. Duncan would turn in his grave if he could see some of the antics perpetrated in this area by the pampered stars of the modern era.

I first played nine holes with him at such a pace that I pulled up gratefully, and quite breathless, the latter being half in admiration of my illustrious partner's extraordinary ability to sum up the requirements of the shot as he approached his ball so that he seemed almost to address it and complete the stroke in the same fluid, graceful movement.

Storey, who knew Duncan in his prime and played with him often, compares him to Jacklin in that if either man starts, or started well, there was and is no holding him. He believes that if the reverse happens Jacklin quickly becomes bored and disinterested, just as did Duncan before him. Storey refers to Duncan as a "wretchedly bad putter" who became brilliant only on inspiration. Few would quarrel with that description of Jacklin's form on the greens. Of late there has been a plainly visible tentative pushing stroke instead of the once positive attacking rap Jacklin used to give the ball.

Two eras

Storey likewise cites Bobby Jones and Tom Weiskopf as perfect further examples from the two different eras of men totally incapable of producing their best until both had mastered their violent tempers.

I found Storey's philosophy of golf quite fascinating with regard to his own game, and I quote: "As a young man I was not very good and not very long. So, having a rather placid outlook there were only two essentials. First, however hard one hit the ball off the tee it had to be a straight hit. Secondly, one had to putt better than anyone else.

"I did in fact achieve both these objectives, but as far as putting was concerned it was a long slog. I invented an extremely rigid style, but allied to this I practised every day by hitting a chair leg on the carpet from a range of five feet 150 times before breakfast. If I missed once I had to start all over again."

Mr. Storey, sir, I hope Jack Nicklaus reads that—he would love it. But I doubt if there are half a dozen professionals alive to-day besides him who would pay such tireless attention to detail of such paramount importance.

The method

As my distinguished correspondent rightly points out, it is the method and not the club that counts, emphasising that he used throughout his competitive career a cut down putting cleek given him when he was six years old.

When Storey beat the defending champion, Roger Wethered in the semi-final of the 1924 Amateur Championship he required only 27 putts. Later that year against Ouimet he took 26 in the morning and 29 after lunch. Alas, as Storey recalls, his legendary American opponent, the inventor of the pendulum stroke, required one less. And two years later, when the unfortunate Storey met Ouimet again in the U.S. Amateur, the American single-putted the first six greens.

A man who became such an expert at the putting art commands great respect when describing our best exponents of the stroke he has ever witnessed. Rather surprisingly, at least to me, Storey nominates Alf Padgham and Max Faulkner as the best British putters of the last half century. He asserts that both practised interminably during the years in which they won their Open Championships, 1936 and 1951 respectively. Bobby Locke and Cyril Tolley also get honourable mentions while, in Storey's words: "Walter Hagen was such a confident fellow, putting was the least of his troubles." Bobby Jones is nominated as the best long putter of them all.

Bridge

Nurse trumps

BY E. P. C. COTTER

LIKE THE Chess player, the bridge player must be able to see several moves ahead. Failure to do this meant defeat for the declarer in this deal from a rubber:

	N.	
	♠ K 6 5	
	♡ 10 4	
	◇ A K J 10 9	
	♣ K J 4	
W.		E.
♠ —		♠ Q J 9 2
♡ A K Q J 6		♡ 9 8 5
◇ 8 5 2		◇ 6 4 3
♣ 10 9 8 5 3		♣ 7 6 2
	S.	
	♠ A 10 8 7 4 3	
	♡ 7 3 2	
	◇ Q 7	
	♣ A Q	

North dealt at Game to North-South and bid one diamond, South said one spade, and West came in with two hearts. North decided to rebid three diamonds, and raised his partner's three spades to four.

After cashing two high hearts, West thought that a third heart to force dummy was the best continuation, and this was ruffed with the five of trumps. The declarer now played dummy's King of spades, learning of the unkind 4-0 break, and followed with the six, which was covered by the Knave and Ace.

In an attempt to repair the situation, South played two rounds of diamonds and ruffed a third diamond in hand—he knew he must shorten his trumps. But though he could return to the table via clubs to shorten his trumps again, he had no third entry in order to lead from dummy at the twelfth trick, so he went one down.

The declarer was guilty of criminal negligence. All he has to do to ensure his contract is to avoid losing two trump tricks. If West has all four spades, he can do nothing about it; if East has them, he can hold his losers to one, provided that he makes a safety play and prepares for a possible coup in time.

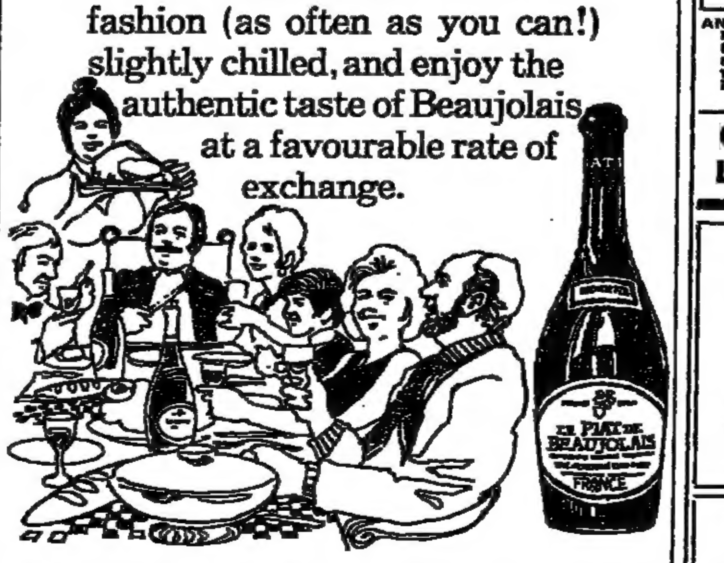
At the fourth trick he must lead the six of spades, finessing the ten if East plays low. If West should win, the remaining trumps can be picked up. As the cards lie, if East splits his honours, the declarer wins with the Ace, cashes two rounds of diamonds and ruffs a diamond as before. Now he plays Ace, Queen of clubs, overtaking in dummy, and leads either a diamond or a club for another ruff. With his trumps reduced to the same number as East's, South crosses to the King of spades, and as the lead to trick twelve comes from the table, he is certain of making his ten.

I was reminded of this by a hand I played last week:

	N.	
	♠ K J	
	♡ A Q 6 5	
	◇ Q 5 4	
	♣ K J 10 7	
W.		E.
♠ A 9		♠ Q 8 6 2
♡ K 8 7 2		♡ J 9 3
◇ K 10 9 2		◇ A J 3
♣ Q 6 3		♣ 8 5 4
	S.	
	♠ 10 7 5 4 3	
	♡ 10 4	
	◇ 8 7 6	
	♣ A 9 2	

We had one Game when my partner, North, dealt and bid one no trump. I do not as a rule make a weak take-out on a balanced hand—it is usually better with four points and a 5-3-3-2 pattern to let partner struggle for seven tricks—but this time I decided to bid two spades, and all passed.

West led the diamond two to East's Knave, and the Ace and King took the next two tricks. West now led a deceptive eight of hearts, but I finessed dummy's Queen and breathed more easily when it held. Less somnolent than the South of the first example, I thought it might be right to shorten my trumps, so I cashed the heart Ace and ruffed a heart. Now I knew that West had started with eight red cards—it was quite possible that he had only two trumps. I led a spade to the table, and West went up with his Ace and returned the nine. I came to hand with a club to the Ace and finessed the ten on the return—fortunately I guessed the position correctly—and cashed the King. I had reached almost the same position as in the first hand. I led the last heart from the table and scored my ten of trumps for the eighth trick.

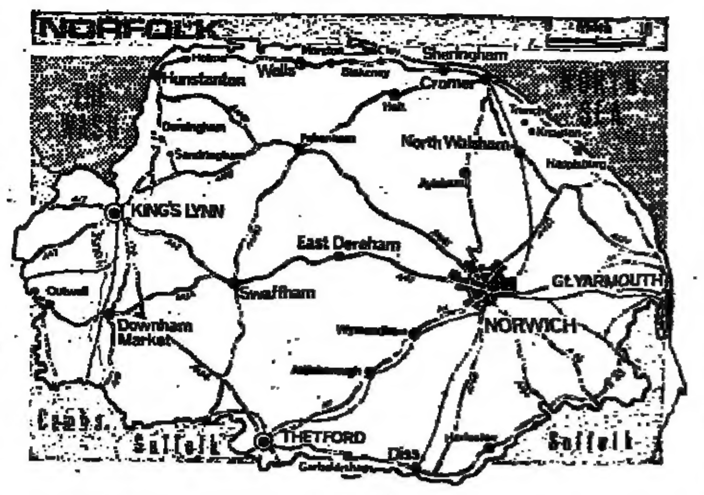


Travel

Variety on a Norfolk tour

BY SYLVIE NICKELS

IF YOU started any tour of Norfolk just within the county boundaries, then followed these by means of a circular itinerary, you would not go far wrong. For example, beginning at Great Yarmouth, you would proceed north via Happisburgh to Cromer-Sheringham-Wells-next-the-sea and so, round the corner, to Hunstanton and King's Lynn. From here you would head inland through the Walpoles, cheating a little to cross the border into Cambridgeshire via Wisbech and out again to Outwell, before proceeding to Thetford-Diss and thence back to Great Yarmouth.



This way you would see something of most of Norfolk's aspects: the coast at its brashest and its bleakest; the little old villages and towns of picture postcard prettiness, with their beautiful churches and some characteristic windmills and round towers; the wide horizons of the Fens; the complexities of the Great Ouse waterways; the strange sandy scapes of the Brecklands, much of it Forestry Commission land now, or given over to mysterious military goings-on; and the wide waters of the Broads.

Great Yarmouth combines the brash with the busy-ness of a workmanlike port and an appeal to all those who love messing about in boats. From it, the main roads head inland, but "B" roads more or less follow the coast to Happisburgh.

This has a fine 15th century church tower, though if you are interested in ecclesiastic architecture, you should head inland at this point to North Walsham, Knapton (fine double hammerbeam roof) and Trunch (superb baptistry), before winding your way back to the coast at Cromer and Sheringham. Cromer is the more conventional seaside resort; Sheringham, its friendly rival, is more attractive at first sight. In both, the traditional crab boats can still be seen in action and, indeed, are still locally hand-built by a couple of families.

Either place would make a good stopping point and, though I have not stayed there, the atmosphere in the Lobster Pot Inn at Sheringham seemed to augur well.

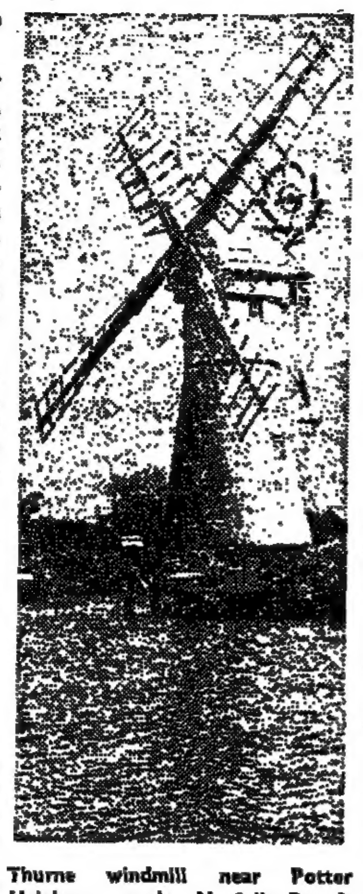
The coastal scenery in these parts is varied: shingle, sand, rocks, cliffs (notably from West Runton between Cromer and Sheringham). If you are seeking sand in infinite quantities continue west to Wells-next-the-Sea. This is a marvellous little town, with its flint houses, its whelkers, its imposing waterfront.

But before you reach it, you pass through Cley-next-the-Sea and Blakeney—both delightful—and Morston, all giving access (on foot or by boat) to the sandy desolation of Blakeney Point, a National Trust nature reserve that pulsates with ornithological activity, especially during the migrations.

A few miles west of Wells-next-the-Sea, you approach East Anglia's popular resort of Hunstanton, via Holme-next-the-Sea, which marks the beginning (or end) of those historic drovers' and traders' routes, the Peddars' Way and Icknield Way, substantial sections of which can be followed on foot.

The main road turns pretty well due south from Hunstanton to Kings Lynn, and just about half way, at Dersingham, you should turn left along B1440 for Sandringham with its beautiful grounds, church and locally produced lavender soap and seeds on sale.

Kings Lynn is a splendid old port and market town, well worth an overnight halt (the Duke's Head on Tuesday Market offers good service and excellent food). Apart from its historic and architectural interest, Kings Lynn is the point near which the River Great Ouse disgorges into the Wash. This river and its ramifications have moulded the landscapes of East Anglia, notably since their "taming" by the Dutchman, Cornelius Vermuyden, in the 17th century.



Thurne windmill near Potter Heigham on the Norfolk Broads

Beyond the river lie the Fens where, it is said, the people have webbed feet! They also have some superb and little-known churches, especially at Walpole St. Peter where the pure marshland light pours in through clear windows on to soaring columns; and at West Walton whose Early English detached tower is wonderfully tipsy with age.

Between the orchard country round Wisbech on the Nene and Outwell, you follow a disused canal along the Cambridgeshire border, and then I suggest a deviation south-east to look at the extraordinary technological labyrinth of Denver Sluices which—with modern refinements—have controlled the excesses of the Great Ouse since Vermuyden's day.

From here continue to Downham Market and then south-east across the Wissey valley and so to the great forests that now largely clothe the Brecklands. You come eventually to Thetford, but it is worth a detour on the way to see the strange neolithic flint mines of Grime's Graves. The old part of Thetford, skirted by a confusion of by-passes, is charming with several good hostelries, among them the Bell and the lower-priced Anchor.

East of Thetford, you pass through Garboldisham, which is attractive, and Diss, which is even more so if you shut your eyes to recent developments. It slopes on a hill above a small lake, and is full of good pubs, including the King's Head.

After this you can either follow the Waveney most of the way to the coast, or deviate north to repair one major omission on this itinerary: the city of Norwich. It is a fine old English town, which not only gave birth to its own school of painting, but which has at least half a dozen churches of interest and two excellent museums (Strangers Hall and the Bridewell) in addition to the Cathedral, which is one of the great ones.

The difficulty is not to be overwhelmed by its grandeur and thus miss the detail. There are mirrors on wheels to help you enjoy the truly glorious stone vaulted roof without imminent risk of cricking your neck.

Further information: East Anglian Tourist Board, 14 Museum Street, Ipswich.

Gardening

Shopping for bulbs

BY A. G. L. HELLYER

BULB BREEDING has reached a stage very similar to that of rose breeding. Each year new varieties are produced and some of these do show new characteristics and may actually represent some improvement on varieties already familiar in cultivation.

But the days of the really spectacular development are over and are unlikely to return until breeders break entirely new ground by bringing fresh species into their breeding programmes. So unless one is a specialist intent on keeping right up to date or requiring the most advanced varieties in order to win prizes in the most keenly contested competitions, the names of varieties become less important than their colour, height, type of bloom and time of flowering.

Only the best

All the culling of inferior kinds has been done by the growers and the big wholesalers who handle their produce. There are so many thousands of varieties to choose from that it does not make commercial sense for the big firms to grow or distribute anything but the best and the rubbish can be left to the cheapjacks.

All this was brought home to me when I went to my favourite bulb shop last week to buy some tulips for the garden. It so happens that this year the Dutch are making a rather special drive with their early flowering hybrids derived from species such as Greigii and Kaufmanniana.

There is nothing wrong about this for we journalists have been writing about them for years, convinced that they were among the most useful and satisfactory of tulips for small gardens.

But evidently demand has grown too slowly for supply, which is not surprising for one of the good qualities about these tulips is the ease with which they can be grown and the speed with which they increase.

So this year prices of many kinds have actually been reduced. The International Garden Centre Association has nominated the Greigii and Kaufmanniana tulips "plants of the month" and my supplier was not only full of praise for them but had more varieties to offer than I had ever seen in his shop before.

It was when my wife asked which she should buy that I suddenly realised it did not really matter. Some of the names on the bags I had known for years; Margaret Herbst, for example, a fine red tulip named just after the war in honour of the lady who had handled the Dutch bulb growers' publicity in New York, so you may be sure it was a good one. Some, such as apricot and red Mary Ann and lemon yellow Golden Day, were new to me.

Cheapest buy

But what really mattered was that they had all been selected years ago from among thousands of others by people far more expert in bulbs than I am so there was no need to fear that there would be some duds among them. There were excellent colour pictures of each variety and I left my wife to pick out from these the ones she liked best. Oddly en- the cheapest of the lot, at 55p for ten, was Red Riding Hood which only a few years ago, so it seems to me, was a novelty selling at twice that figure. Even the mixture of unnamed varieties was priced higher at 78p for ten.

It is just the same with daffodils. Gone are the days when one had to pay fantastic prices for white trumpets or the latest in red cupped narcissi. Mount Hood can be brought for around 75p for ten and is such a good grower that in three or four years it will have multiplied many times over. The flowers are not sufficiently smooth to satisfy exhibitors, but they have lots of substance and good strong stems to withstand the weather, and personally I rate this the best white daffodil for the garden.

Golden trumpets are legion and so are narcissi with cups of all sizes and colours from pure white to glowing red. Nowadays you can even buy pink trumpet daffodils at little more than is asked for more conventional colours, Louise de Coligny being one of the most attractive of these moderately priced varieties.

What is important when buying bulbs is to go for good big ones. They need not be absolutely top size, for these are inevitably scarce and cost a lot more, but they should be big and heavy. The reason is that with bulbs the embryo flowers are already there inside the bulbs when you buy them—or at least there will be flowers inside if you buy big. If you are tempted to buy little bulbs because they are cheap the probability is that there will be no flowers inside or that they will be small ones.

You may be told that they will grow to flowering size in another year and that is true, but only if they are treated well. By that time they will have cost a lot more in fertilisers and care than the more expensive larger bulbs that were ready to bloom.

Corm structure

It is a little different with corms which outwardly look much like bulbs but have a quite different structure. No matter how big a corm is there is no flower inside it—just a store of food and one or more buds which contain the young flowers and leaves. How well they do depends to a considerable extent on how well they are grown, but it does help to start with a sturdy corm, and not to knock the buds off.

Crocuses are grown from corms and the sooner they are planted the better. Again it does not really matter what names you go for since all varieties marketed are good, but if you have a rock garden or a raised bed I do recommend that you include in your order some varieties of Crocus chrysanthus. This has much smaller flowers than the giant Dutch hybrids, but they are exquisitely formed, come very early and, so long as mice and voles are kept at bay, are very easy to grow and charming.

NatWest moves into Bristol office

By Peter Riddell, Property Correspondent

THE National Westminster Ban[k] yesterday took over a new £3[m] office complex in Bristol in [a] move involving the transfer [of] about 200 staff from London a[nd] the creation of 400 new jobs.

This is part of a long-te[rm] decentralisation programm[e] affecting 2,000 of the ban[k's] 10,000 City of London staff.

The Bristol building will ho[use] the bank's insurance brok[ing] subsidiary, the headquarters, the trustee department, and section of the registrar's dep[art]ment. Insurance staff moved September 3 and the rest follow later in the year.

National Westminster is [rent]ing the complex which con[sists] of 120,000 square feet of [office] space from the Legal and Gen[eral] Assurance Society, the develop[er]. The bank has the right to [...]

At the opening cerem[ony] yesterday, Mr. J. F. Pride[aux], chairman, said the need [to] decentralise stemmed from shortage of office accommoda[tion], curbs on new office developm[ent] and staff shortages in London.

Provincial staff were reluc[tant] to move to London because the housing shortage [and] travelling difficulties. The b[ank] had chosen Bristol out of [...] centres because it appeared [to] be ideal for the needs of [...] The bank realises that the p[rob]lem is not moving jobs or dep[art]ments but people and t[heir] families, Mr. Prideaux added.

More factorie[s] in Cumbernau[ld]

By Our Scottish Correspond[ent]

DURING THE last 12 months C[um]bernauld Development Corp[ora]tion, Dunbartonshire, has [con]cluded negotiations leading t[o] companies settling in the [New] Town or expanding when al[ready] there. The corporation has [an]nounced that factory sp[ace] involved in the expansion [is] nearly 500,000 sq. ft., with a potential estimated at over 2[...]. Employment from incoming [com]panies alone would amount [to] 1,500 jobs.

Already 22 companies are [in] new premises, and 14 more [will] follow by the end of Decem[ber]. The remainder should be [in] operation early next year.

The corporation says 37[...] [com]panies are inquiring about [...] at Cumbernauld, twice as ma[ny as] in 1972, a record year. [The] corporation's general man[ager], Brigadier Colin Cowan, said [he] hoped to make "further si[gnifi]cant announcements in the [near] future."

CINEMAS ARE CONTINUED ON PAGE 23

هكذا من الأصل

How to spend it by Lucia van der Post

Tony Nathan

● IT'S FAKE FUR TIME, LEFT, TO WEAR, AND, ABOVE, TO SIT UPON.

Tony Nathan

● THE LEOPARD ROOM AT BIBA: I DON'T THINK A LEOPARD WOULD BE FOOLED BUT TO THE REST OF US IT LOOKS MIGHTY REAL.

Not Fur Real

—but beguiling all the same

HE HEAT-WAVE is barely er, my tan is only just ginning to fade, but the ops are full of inviting ideas r a languorously luxurious nter. Fur, it seems, is going be the thing. Not the real ff, of course (all the most otic furs like tiger, snow pard, clouded leopard, being ite rightly banned in this untry) but fake, richly fake, r.

Once upon a time it wasn't ne to admit to owning a fake r. It indicated either poor te or poverty and which was the more vulgar was eminently debatable. Nowadays to own a fake fur seems to convey an aura of heightened sensitivity upon its owner. Wildlife Conservationists have achieved a major victory.

Ever since the Wildlife movement got under way manufacturers have been improving and developing their fake fur fabrics and this winter they are in richer, more opulent array than ever before.

You can buy fake fur either ready made-up—whether into clothes, bedspreads, sofa covers or suitcases, or you can buy it by the yard and use it either to make your own clothes or to cover furniture or to throw opulently over beds or sofas.

Lister do a whole range of animal prints by the yard—some are made from synthetic fibres, others are made from natural fibres like mohair. The prices range from £3.50 to £9 a yard, and they include Leopard, Mink, Astrakhan, Mongolian Lamb, Snow Leopard, Cheetah, Tiger. Some of them are more real than others. I'm not very well acquainted with Mongolian lambs but it seemed to me the fabric could hardly be told apart from the real thing. If you buy the fabric make sure you ask carefully about washing instructions—some of them can be washed, others just sponged, while others again need to be cleaned like real fur.

Lister fabrics are available in several London stores like Harrods and Dickins and Jones. For local stockists write to Jennie Pinder, Lister and Co., 11, Harley Street, London, W.1.

John Lewis in London and their other branches also have a good selection of fake fur fabrics—there's a Borg heavy fabric that's totally washable and comes in cream, grey, donkey or sienna. They also sell Astrakhan, Tiger, Leopard, Katmandu.

In the photographs, above, there is a selection of some of the imitation fur items currently in the shops and designed to keep you more than warm this winter.

Left, is an ocelot (simulated, of course) jacket—just one of a range of simulated fur jackets and coats that are now on sale in all twenty-two of the Miss Selfridge shops (number 21 opened a week ago in Chelmsford and number twenty-two opened this week in York). This particular jacket costs £19.95.

Centre, a very inviting three-seater sofa that is made to order by Blanchards of 178, Sloane Street, London, S.W.1 in either (simulated) Mink, Ocelot, Leopard or Tiger. Each sofa comes complete with similarly covered scatter cushions, each has to be made to order and delivery will take about six weeks. Though they will deliver the sofas to any address in the country, carriage will have to be paid outside the London area. A three-seater sofa costs £435 and measures 6 feet 6 inches long while a four-seater costs £485 and is 9 feet long.

The girl is wearing a long evening dress from a new Rodier shop that opened this week at 15, Sloane Street, London, S.W.1. Rodier are a French firm who specialise in classic, beautifully - made, co-ordinated clothes, the sort of clothes that are so good and well-made that you can put them on and forget all about them. This evening dress is simple enough to wear when on your own at home or glamorous enough to wear to the grandest dinners. It comes in a fine, Banlon-type fabric developed by Rodier themselves and it is almost totally uncrushable. In red, black, brown or oyster, it comes in sizes 10-16 and costs £44. Rodier will send clothes by mail and there is a full-colour catalogue illustrating the whole range of Rodier clothes that they will send for a 5p stamp.

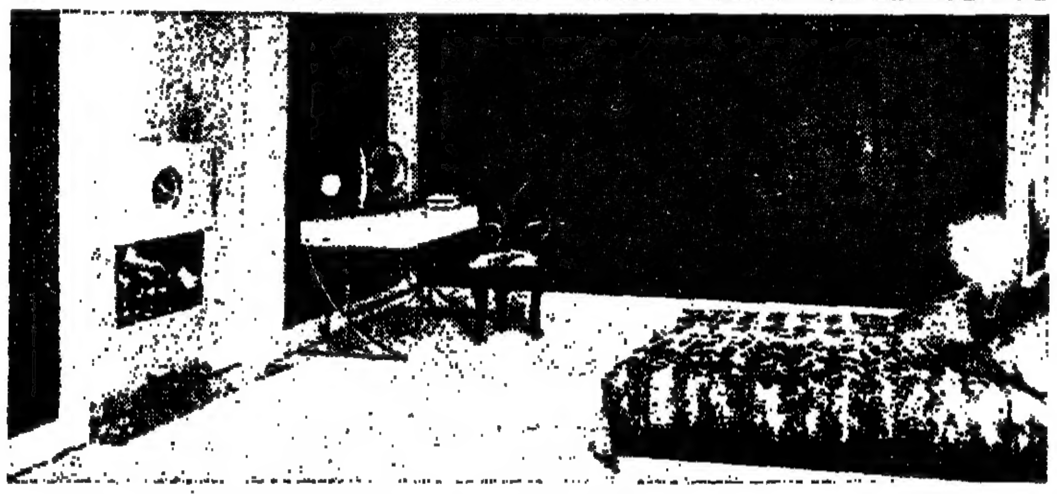
Above, Biba fans will recognise at once the inimitable Biba style. There's nothing understated or underplayed about the current Biba, risen from the faded glories of the old Derry and Toms in London's Kensington High Street. Everything is done with conviction—but conviction tinged with a sense of fun and exuberance. The household section is filled with tiny, jewelled room-sets, each a theatrical exaggeration of its style and period.

Photographed, you see the Leopard room. When it comes to fur Biba has gone to town. Hardly any object, whether conceivable or inconceivable, has been left untouched. There are fur-trimmed mirrors (36 inches by 18 inches, £21.25); waste-paper bins (2 feet tall, £5); floor cushions (£13); bolsters (from £7); small cushions (from £2.55); lampshades (£8.50).

You can also order divan bed bases and mattresses to be covered in leopard skin. They cost £82.85 for a single, £108.50 for a double. Perhaps nicest of all is the luggage—very film-starrish it looks, though I'm not at all sure of how it would survive the untender mercies of the airport systems. There's been a great run on leopard skin luggage and at the moment only a large soft over-night bag at £22.50 is in stock. Suitcases, 18 inches by 24 inches size, will be in in a fortnight.

The girl is wearing a long black jersey dress, trimmed with sequins (£10.85) and she's holding a matching short jacket (£9.15) while the matching evening hat is £4. The dress can be brown with pale beige sequins or navy with pale navy sequins. The outfit is also on sale at Biba, Kensington High Street, London, W.8.

Keep the home fires burning



● HOODWINK, the hole-in-the-wall fireplace, can be seen on the left-hand wall in this setting by Paco Munoz. The carpet is all wool.

OUGH central heating is more and more the appeal of the real doesn't seem to wane. they're tedious to look after, dirt and dust, but we still seem to like and an awful lot of us wouldn't be without them

The Coal Board has realised some years that the one preventing even more from being excited at the of open fires was that current designs of fireplaces was so poor. Last they did their best to things—they commissioned a stunning series of new fires from Jon Bannenberg them destined to wean us from the starker luxuries of push-button ...

Not content to rest on last laurels this year they've international and have five top European designers to show us even more just how open fires "revitalise" (to use a Coal phrase) the home

The designs they've come up are certainly very appealing very usable. Nobody has be so original that the has lost its traditional character, yet most of them are in concept, too.

The photograph, above, is a designed by the designer, Paco Munoz, to illustrate it partly it has been designed for a bedroom, and I think there's nothing quite so luxurious as a fire in a bedroom. I've also it because it seems to me the most eminently of the designs.

It has a stainless steel frame which moves up and down, leaving the fireplace itself open or shut—thus giving rise to its name, Hoodwink. A prototype of Hoodwink can be seen now at the National Coal Board, Hobart House, Grosvenor Place, London, S.W.1. From January 24th, 1974, the complete series of fireplaces and room-settings will be on show at Selfridges, Oxford Street, and subsequently in showrooms all over the country.

All the fireplaces will either be manufactured and on sale or else detailed plans will be made available for those which require a builder to build and instal them. A 24-page full colour leaflet will be available at the end of next week. It will illustrate all the fireplaces, and if you want one write to Geoffrey Hann, care of the National Coal Board, at the address, above.

If you want to arrange to have one of the fireplaces now also write to the National Coal Board—they will either send you plans or tell you how to set about getting one. Orders for the manufactured fireplace models will take about 8 weeks.

Prices will vary but Hoodwink would cost about £150.

● BRACKETS click into channelling at any point and lock into place. Left: the clip-on light unit

Click and clip

SHELVING systems seem to me one of the most difficult things for the ordinary householder to assess. Comparing prices, systems, methods of fixing and deciding which offers the right deal for you is almost impossible, so multifarious are the systems, so infinitely variable the advantages and disadvantages.

One thing I am sure of, though, is that the Click shelving system is one of the simplest, both to fix and to use, that I have come across and that is already a great deal in its favour.

The system is made almost entirely of aluminium—aluminium channels and brackets. The channels are screwed to the wall and the brackets may be put into place on the channel at any point whatsoever along the channel. With most shelving systems the brackets have to fit into one of several pre-arranged slots or grooves—with the Click system the mechanism is so simple (a bracket simply is locked into place on the channel) that it can be attached at any point on the channel, thus giving complete flexibility. See illustration, top right.

The channels have a further advantage in that lighting systems can be easily clipped to them because cables can be run inside the uprights, thus hiding all trailing wires and flexes, and a snap-in plastic cover holds them in place.

Informal

I do not think the system is suitable for very formal rooms, but it can usefully be used to fill in alcoves, to provide book and shelf space above desks, as open shelving in kitchens or above radiators.

You can make your own shelves or use the ready-made shelves that Click will supply. These come in pairs and are finished in white melamine.

There are several other extras, too, that Click will supply—spotlights that are fully adjustable and fit in well with their system, reading lights, book-ends, fixing packs and so on.

The system is not complicated but its best to write to Click for their very explanatory leaflet which explains the system fully and also lists the three packs in which Click is sold; as well as dimensions of uprights, shelves, brackets and so on. Prices of the shelving is very reasonable—Pack C, which will provide 9 feet of shelving, sells for £4.00.

At the moment Click is only available by mail order (write to Click Shelving, 220, Queenstown Road, London, S.W.8) but it will be available from all Habitat Shops by the end of the year.

Scales can be fun

BATHROOM scales are, alas, an essential part of most of our lives. That daily, or weekly, assessing of the damage our calorie intake has done, has become one of modern man's most persistent obsessions.

I don't imagine for one minute that this jolly set of scales would actually alleviate the weight problem but they would at least enliven the bathroom scene when they weren't being anxiously scanned.

The scales are well made, too. They have a plain white simple casing, are calibrated in both stones and kilos, with clear, easily-read markings. The set is sold with two covering pads—one is the bright green plastic grass, into which you strew the plastic flowers yourself, and the other is a plain soft green one. If you prefer more conventional coverings it is also sold with a leatherette top.

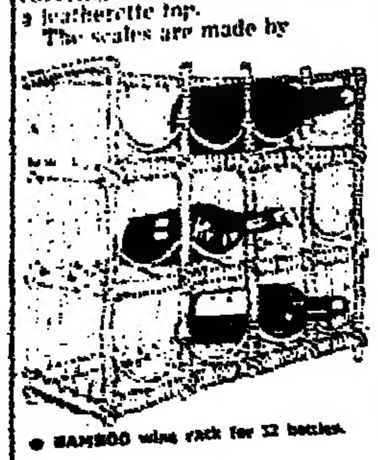
The scales are made by Terraillon, a French firm, who have an international name in the world of scales.

Available from Quip, 226 Westbourne Grove, London, W.11. the scales cost £8.80 (by post 45p extra).

Liz Young

Bambooze

IF YOU ARE lucky enough to have a large cellar, storing several dozens of bottles of wine at a time you need a fully integrated rack system, one which can be continuously added to as you need it. For those who drink it almost as fast as they buy a small rack or two, holding twelve or, if you have two of them, twenty-four bottles, is all you need. One of the prettiest of such wine racks that I've seen is this one made from bamboo and nicely finished—unlike the rather rough wooden and steel ones that are widely on sale. On sale at most Debenham Stores (not Debenham & Freebody) it costs £5.29. It may be bought by mail order for an extra 30p p and p. Write direct to: Miss Debs, Debenhams, Station Road, Harrow, Middlesex.



● BAMBOO wine rack for 12 bottles.

Collecting wisely

Georgian silver

BY JUNE FIELD

DISCRIMINATION is the key to successful silver collecting, even more so than with other antique items. It was the lack of discrimination in buying that contributed to the slump in prices in the summer of 1969, after a boom resulting in a 60 per cent. increase over the 1967-68 season.

After the devaluation of sterling in 1967, the British market for silver leaped ahead of all the fine art fields, and was flooded with items of inferior quality to satisfy the eager and undiscriminating demand. Many of the buyers burned their fingers when they came to sell.

Candlesticks and coffee pots were the worst sufferers in the price slum. The figures in the first price revision list in Ian Harris's *Price Guide to Antique Silver 1969-70* tell their own story.

A coffee pot with a "duck's head" spout, about 1715, was given a value between dealers in 1969 of £3,000 to £4,000. By April 1970 it was down to £1,700 to £2,500, and four months later, £1,200 or less. A 1785 candlestick, 10 inches high, 35 ounces, was £1,100-£1,400 in 1969, £700-£1,000 in April 1970, and £600-£850 in August of the same year.

The present world-wide inflation, however, has begun to push up prices again, and with values creeping nearer the 1967 peak, Georgian silver articles of a high standard are once more fetching good money; and quality, condition and desirability are still more important than the weight of the silver.

A set of four candlesticks made by one of the Cafe brothers, c. 1755, reached £1,500 at Christie's recently. Pre-1967 a good price would have been £950; the boom figure was around £2,500, which dropped down to about £800 in 1970. This month at Sotheby's four George II candlesticks by Eliza Godfrey, London 1741, made £3,600, and a George II coffee pot by Thomas Tearle London 1734, £2,800, slightly more than they would have made in 1969. (See illustration).

Because of the large quantity of silver ordered by the wealthy patrons of silversmiths during the mid-Georgian period, there is still plenty of it available; and in those days it was given plenty of loving care to preserve its lustre and depth.

A Domestic Housekeeper's Complete Assistant of the late 18th century advised the butler of his great responsibility to keep the plate brilliant and unsullied. "For cleaning there is not anything equal to rouge, the substance used for that purpose by the silversmiths."

Silver for the tea table has kept its price, with an unusual decorated tea-pot on a stand, c. 1780, making an exceptionally high £250 at Christie's last month. For a three-piece George III tea service, London 1814, by Alice and Geo. Burrows, the asking price from one of London's leading silver specialists, C. J. Shrubsole is about £400.

Table silver which was relatively inexpensive, is on its way back too. In plain "Old English," a pattern which combines a very plain outline with a simple design such as "Old English Thread," around 50 pieces or so which could be bought for £350 are now nearer £1,000 for a properly matched set; but this still compares well with the high price asked for one spoon in the Portobello Road.

Georgian silver for wines and spirits makes an interesting collecting category. Punch bowls are getting rarer, and vary enormously in price. A small Georgian one of no particular distinction can be bought for about £600, while a superb Irish version with an identifiable engraving, c. 1751, went for a staggering £22,000 at Christie's recently. The price for an average piece, if there is such a thing, is reckoned about the £2,000 mark.

Punch, incidentally, was introduced into England in the early part of the 17th century by travellers in the East, and was supposed to have derived its name from the Hindustani word *panch*, meaning five, the number of ingredients in the original drink. Dr. Johnson in 1756, quoting Jonathon Swift as his authority, only gave four—spirit, water, sugar and lemon juice.

Small, useful items are punch ladles (sometimes with a silver coin inset into the bowl), considered to be good buys at under £15; and wine funnels (there was a large demand for these in the 18th century by those who laid down port and decanted it); they cost about £45 if complete with strainer and saucer to rest the funnel on.

Brandy warmers are small saucepans, the tinier ones called pipkins, which can still be used for serving sauces, decanter stands and wine coasters. A pair of George III wine coasters by Paul Storr, London, 1813, now fetches £500 or more.

UNION CORPORATION GROUP

DECLARATION OF DIVIDENDS AND REDUCTION OF CAPITAL

1. Dividends have been declared payable, and a return of capital, subject to confirmation by the Court, will be made, to members registered in the books of the undermentioned companies at the close of business on 28th September, 1973.

2. The dividends are payable in South African currency. Members with payment addresses in southern Africa will be paid from the Registered Office and the warrants will be drawn in South African currency. Members with payment addresses elsewhere will be paid from the London Transfer Office and warrants will be drawn in United Kingdom currency: the date for determining the rate of exchange at which South African currency will be converted into United Kingdom currency will be 17th October, 1973. Such members may, however, elect to be paid in South African currency provided that any such request is received at either the Johannesburg or the London Transfer Office on or before 28th September 1973. Warrants will be posted from the Registered Office and London Transfer Office on or about 8th November, 1973.

3. The return of Capital is payable in South African currency. Members with payment addresses in southern Africa will be paid from the Registered Office and the warrants will be drawn in South African currency. Members with payment addresses elsewhere will be paid from the London Transfer Office and the payment of the return of capital will, subject to the approval of the exchange control authorities, be made in United States of America currency. The date for determining the rate of exchange at which South African currency will be converted into United States of America currency will be 17th October, 1973. Warrants will be posted from the Registered Office and London Transfer Office on or about 8th November, 1973.

4. The registers of members of the companies will be closed from 1st to 5th October, 1973, both days inclusive.

5. Payments will be made subject to conditions which can be inspected at the Registered Office or London Transfer Office of the companies.

COMPANY (Each of which is incorporated in the Republic of South Africa)	Capital Reduction Per Share (S.A. Currency)	Dividend per Share/ Unit of Stock (S.A. Currency)
BRACKEN Mines Limited ..	—	20 cents
KINROSS Mines Limited	—	30 cents
LESLIE Gold Mines Limited ..	10 cents	3 cents
ST. HELENA Gold Mines Limited	—	83 cents
WINKELHAAK Mines Limited ..	—	30 cents

The Directors of Kinross Mines Limited have decided to retain approximately R1.0 million out of the profits earned in the past 12 months to assist in financing the substantial capital expenditure which will be incurred in the near future. It is anticipated that the company will be liable for mining taxation from the beginning of 1974.

per pro. UNION CORPORATION (U.K.) LIMITED.
London Secretaries.
J. W. LOCK.

London Transfer Office:
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London Secretaries:
Princes House,
95, Gresham Street,
London EC2V 7BS.

14th September, 1973.

The Arts

Home, sweet home

BY H.A.N. BROCKMAN

The Greater London Council is courageous in introducing its exhibition of 85 years of housing with a needlework sampler bearing the heartrending words "Home, sweet Home" above a pretty little cottage.

Council housing is not an endearing term, but this exhibition has much to say for architecture throughout the years as produced by the housing architects of the London County Council and its larger successor, the GLC. It is an admirable portrait but it would not be true to describe it as a "warts and all" picture for the selection does not include the overall views of such desert-like inter-war areas as Dagenham and Becontree where quite nicely designed individual cottages terraced or semi-detached, were repeated ad infinitum over huge flat sites to their complete individual detriment.

Nevertheless large warts are there, exemplified by the horrifying brutality of an impersonal tower on the Pepys "estate" at Deptford and other concentrated masses like cactus from the Mexican desert which seem to scrub out all prospect of domestic bliss.

The story starts with some of the best public housing this country has ever seen. The Millbank scheme, near the Tate Gallery, was opened in 1899. This careful design, under the direction of W. E. Riley, owes much to the influence of teachers such as W. R. Lethaby and William Morris and the practical work of Norman Shaw, Philip Webb and Eden Nesfield. Quite early in the century the LCC started building its cottage estates outside its own boundaries and there are many illustrations to show how well the earlier lessons had been learned and applied in a style and scale that has not been bettered.

The best work of this kind culminated in Roehampton in 1921 after which the Becontree disease took hold and the design of flats in inner London degenerated sadly. There were two bright exceptions to this, however. One is to be found in the Continentally-inspired groups at Ossulston Street, St. Pancras, 1929, where roofs, chimneys and pale rendered walls on a courtyard plan still maintained the thoroughly domestic flavour. The other was even more acceptable to the London scene. This was China Walk in Lambeth, also opened in 1929, a perfect interpretation of Georgian architecture in terms of five-storey flat dwellings. It was one of quite a few, built in yellow London stock bricks with red-brick dressing, well proportioned windows painted white, with tiled roof, dormers and brick chimneys behind a parapet.

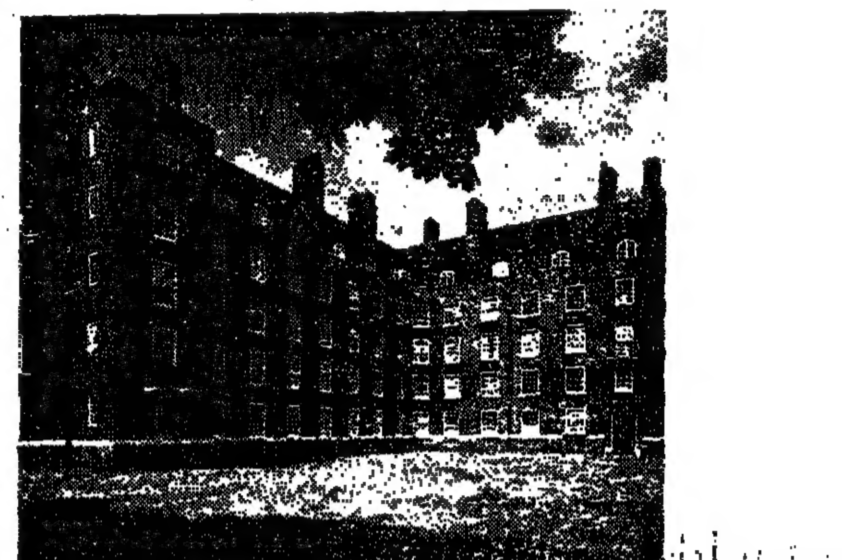
Unfortunately this type gradually lost its excellence when economies demanded eaves instead of parapets and the use of standard metal windows; details became increasingly stereotyped and dull.

There was a sad decline throughout the '30s when it seemed that architects were moving into an era when there was not so much time to think and when materials came to be used less for their architectural values than those of economy. After the war the visionary surge towards the most advanced areas of design was understandable, but now a welcome reaction has set in. It seems that the time has passed when the sole remaining excuse for building high towers seemed to rest on the need to justify the cost of the tower cranes which had been designed to build them and could be used for little else. A justifiable compromise has now been reached, providing necessarily high densities with far more acceptable architectural results. There is a place for these towers and there is a minority of tenan[ts] who positively like them.

Some of the best developme[nts] of the past few years have f[or]saken the complete rigidity [of] the 50s. The more homely o[ut]lines of the Cedars in Wan[ds]worth and the paved traffic-f[ree] courts at Andover are bring[ing] a more acceptable contribut[ion] to the still growing housing ne[ed] and there has been much—[re]markably good—restoration [of] 18th and 19th century housi[ng]. The latest and greatest su[ccess] of building at Thamesmead [is] not yet complete and cannot [pro]perly be assessed; there is m[uch] more in the offing. So much [of] what is being done now is [so] good that one wonders whet[her] the tenants can live up to th[e] social demands which sh[ould] generate within the dazz[ling] frame of good modern hous[ing] and all the manifold facili[ties] which go with it.

This remarkable hou[sing] record of nearly a century [is] honestly demonstrated in [the] exhibition and if anything [can] be added to so much that [has] been said about the social [im]portance of well-designed h[ous]ing in the urban context, [to]-day it surely is that pe[ople] make the slums, not buildi[ngs].

The exhibition is at the [...] Galleries in the Mall and is o[pen] free, until October 7, betw[een] 12 and 8 p.m. on weekdays [and] between 2 and 6 p.m. on [Sun]days. It is closed on Monday[s].



China Walk, Lambeth (LCC, 1929)

Some kind of season. . .

BY GEORGE OPPENHEIMER

Last year about this same time I announced that the coming season could not conceivably be as bad as the previous one. I should like to apologise for this miscalculation. Last season was the worst I have encountered in 18 years of reviewing. As a result I refuse to make any prediction about the coming period except to say that there will be a season. I think I am fairly safe in making this prophesy.

At first glance there seems to be an inordinate number of revivals and the usual plethora of musicals. However, this listing only goes up to the first of the year. Beyond that one can only surmise since plays have a habit of disappearing into limbo or being postponed until some vague future date.

There have been exceptionally few mysteries in recent years. Now, with the vast success of *Sleuth*, there are three definites and any number of indefinites. *Nellie Toole and Co.* is a psychological thriller by Peter Keveson, originally produced in Germany; *Veronica's Room* is a mystery thriller by Ira Levin, the author of the spine-tingling *Rosemary's Baby*, and *Play With a Dead Body* by Howard Richardson completes the trio.

Among the dramas are the British import *Crown Matrimonial* by Royce Ryton with Eileen Herlie as the Queen Mother and George Grizzard as the Duke of Windsor; *Lotta* by Robert Montgomery, whose first play, *Subject to Fits*, created great interest here; David Storey's *The Contractor*, which has taken far too long to be imported; and *A Breeze from the Gulf* by Mart Crowley, a three-character drama of family life by the author of *Boys in the Band*, with William Redfield, Ruth Ford and Robert Drivas. *Full Circle* by the late Erich Maria Remarque, adapted by Peter Stone and directed by Otto Preminger, and *In the Boom Boom Room* by David Rabe of *Sticks and Stones* fame complete the dramatic roster. The latter, incidentally, will be the first Lincoln Center production under the aegis of Joseph Papp.

Comedy contributions are few and far between. The major one is Neil Simon's adaptation of a number of Chekhov short stories. Tony Curtis is taking a vacation from films to star in *The One Night Stand* by Bruce Jay Friedman and Jacques Levy; *Children of the Wind* by Jerry Devine will be set in a theatrical boarding-house; and that concludes the comedy list as of now.

Among the musicals *Gigi* looms large. It is an adaptation by Alan Jay Lerner and Frederick Loewe of their popular film with Alfred Drake, Agnes Moorehead, Maria Kannilova and Daniel Massey heading the cast. *Raisin* is a musical version of the late Lorraine Hansberry's *A Raisin in the Sun*; *Good Evening* will bring back Dudley M[oore] and Peter Cook in a to[...] revue formerly known as *Be[hind] The Fridge*; and *Molly*, base[d on] the radio and TV series, [The] *Goldbergs*, will have Kay Ba[llard] in the title role.

These are the leading mu[sical] items, but there are many [...] both on and off-Broa[dway] including adaptations, rev[ues] and, hopefully, some origin[als].

There will also be a seri[es of] Yiddish musical comedies w[hich] may or may not signal [an] attempt to revive the Yi[ddish] theatre and return it to it[s] home on Second Avenue.

As for the revivals, the[y in]clude such disparate title[s as] *The Desert Song*; Anouilh's *Waltz of the Toreadors*; St[rind]berg's *The Father*; Due[rren]matt's *The Visit*; O'Neill's *Iceman Cometh*; the mu[sical] *Pajama Game*; Philip Ba[rry's] *Holiday*; Michael We[ller's] *Moonchildren*; and on and on.

And the longest title of [the] season will be *Sgt. Pep[per's] Lonely Hearts' Club Band, [on] the One and Only Billy Sh[ears]*, a musical spectacle wit[h a] familiar sound, to be stage[d by] Tom O'Horgan.

'The Bevellers' for the Shaw Theatre

The Royal Lyceum Theatre Company of Edinburgh are again bringing a Scottish play to London with *The Bevellers* which opens at the Shaw Theatre on Friday, September 28 for a three-week season. The play centres around a boy's first day in a glass works, where he has come to learn the dying craft of bevelling in an environ[ment] of mirrors and broken [...] below the streets of a large [...]

Roddy McMillan, the au[thor] was once a beveller himself, will play the role of the fore[man] Bob Darnley. The directo[r is] Bill Bryden, the desi[gner] Geoffrey Scott, with costu[mes] by Deirdre Clancy.

John Ogdon, Brenda Lucas

BY RONALD CRICHTON

There was a pretty irony in Thursday's two-piano recital by a husband and wife team made up of music by two famous Russian exiles, born within a decade of one another, poles apart in musical style, living in Switzerland and then in California as neighbours, barely acquainted. "That awesome man" was one of Stravinsky's descriptions of his senior colleague. The confrontation was not in the event very stimulating: it might have worked better carried to logical conclusions, not with one-half of the programme allotted to each composer, but alternating the two.

Partly this was due to the performances. John Ogdon and Brenda Lucas now make an ensemble which is reliable rather than brilliant: One misses the razor-edge excitement, the concentration, of a duo really on its toes. Such tension as there is here comes from the contrast between his effortless technique and her more evidently energetic methods. The result did not throw very revealing light on Stravinsky's Sonata, which emerged both bland and wan, or on the bigger-boned, more expansive, much greater Concerto of 1935, a work that can be implacably exciting, but here was garrulous and chummy.

Stravinsky over, the Ogdons played both the Rakhmaninov suites (the earlier one under its original title, *Fantasie tableaux*). Enjoyable as they are in their super-luxurious way, heard one after the other they can only swell the liver. There were rewarding pages in the "Night . . . love . . ." movement of the *Fantaisie*, the air thick with nightingales, in the osti[nato-]like lament that follows it, ne[arly] as claustrophobic in its grie[f as] the *Isle of the dead*, and in [the] Easter finale. The second s[uite] suffered from too-muchness. Romance seemed diffuse, [...] towards the end similar in m[ood] to the preceding Valse. Tarantella went at a fine [...] but not crisply enough to [...] home as it should.

The week's theatres

PLAYHOUSE, Oxford — *The Wolf*. Tremendous fun from a skilfully produced, beautifully acted revival of Ferenc Molnar's comedy: Judi Dench, Leo McKern, Edward Woodward. Well worth the journey. Opened Monday.

COCKPIT—*Children's Crusade*. National Youth Theatre historical pageant with 70-odd children. Opened Monday for one week only.

HALF MOON, Alie Street, E.—*The Shoemakers*. Witkiewicz's cynical exercise in political dialectic conducted against the background of the rise of totalitarianism in Europe: interesting but rather reserved in performa[nce]. Opened Tuesday.

YVONNE ARNAUD, Guildfor[d] — *Measure for Measure*. Se[t in] some nameless Middle East[ern] state where authoritarian[s] like Angelo's can still be [con]ceivable in our own time. [Not,] alas, an entire success. Ope[ned] Tuesday.

OPEN SPACE—*And they [put] handcuffs on the flow[ers]*. Written and directed by [Fer]dinand Arrabal, a somew[hat] self-indulgent series [of] prisoners' fantasies tend[ing] towards blasphemy and s[...]. Well done in an atmosph[ere] of contained hysteria.

U.K.-Japanese colour TV talks fixed for October

BY CHARLES SMITH TOKYO, Sept. 14.

REPRESENTATIVES OF the British and Japanese colour television industries are to meet in October to discuss ways of regulating Japanese exports to Britain, Mr. Peter Walker, Secretary for Trade and Industry, said here to-day.

On a more general level, Mr. Walker said it had been agreed that Britain should notify Japan as soon as exports of any individual item showed signs of having disruptive effects on the British economy.

Mr. Walker, who has been visiting Tokyo for the GATT Ministerial meeting, said that his talks with Japanese businessmen and Minister had also revealed a number of promising fields for U.K.-Japanese co-operation in third countries. One of these was atomic energy, where strong interest in some form of collaboration existed in both Japan and the U.K.

He had told the Japanese of Britain's positive attitude towards direct Japanese investments in the U.K. The TUC, he said, had set up a unit to advise Japanese businessmen on labour relations in Britain.

The Minister spoke in glowing terms of U.K. export promotion plans for Japan, describing them as the "biggest onslaught ever launched by Britain on a foreign market." British exports to Japan might attain an annual rate of £500m. to 600m. by the end of 1974, Mr. Walker said, compared with the present rate of £20m. to £30m. a month.

The British export campaign, which will get under way when the export marketing centre opens in Tokyo next week, will include 15 exhibitions, 35 trade missions and 93 "promotions" in 1974 at department stores. Mr. Walker thought it likely that between 5,000 and 10,000 British businessmen would visit Japan next year.

During talks with Mr. Yasuhiro Nakasone, Japanese Trade Minister, this afternoon Mr. Walker asked for Japanese liberalisation of the tariffs on heavy wool textiles and confectionery, and for removal of the restrictive quota on shoes. He also asked the Japanese to allow the U.K. greater scope for retail distribution of British cigarettes in Japan. On all four topics he received a "sympathetic" hearing, though the Japanese made no commitments.

Mr. Walker's trade talks coincided with the release of figures apparently showing that Japan ran her first monthly trade deficit in August, though on a seasonally adjusted basis only. The figures, published by the Finance Ministry, show exports for the month at $2,920m. and imports at $2,840m. The positive balance of $80m. implied by these figures becomes a deficit of $84m. when adjusted for seasonal factors, according to the Finance Ministry. The August deficit is the first to be registered for nine and a-half years in a single month. Japan has, however, been running a regular monthly deficit on her overall balance of payments since early this year.

● Reuter states that Mr. Walker told some reporters separately that industry-to-industry talks had been arranged for limiting access of Japanese cars on the U.K. market.

Wine sales soar as Customs detect 2.5m. 'lost' bottles

BY KENNETH GOODING

CUSTOMS AND EXCISE accidentally "lost" 2.5m. bottles of South African wine when compiling statistics over the past six months, it is revealed to-day.

The error is disclosed in figures of clearances from bond for May, which confirm all the optimistic forecasts the British shippers have been making about sales this year. Clearances of table wine leapt by 48 per cent. on the same month in 1972—a year which saw record sales.

There was some concern about the drop in clearances of South African wine, but now the Customs and Excise says 406,000 gallons have not been included in the figures over the past six months.

The statistics now show that consumption of South African wine has gone up by 10 per cent. since Britain joined the Common Market, compared with the first five months of last year.

Commenting on the overall wine figures, Mr. Peter Noble, chairman of the Wine and Spirit Association, said: "The cumulative figures since January, 1973, when the U.K. joined the EEC, are much more significant than those for May alone although apparently less exciting.

"In the first five months of this year, U.K. consumption of wines rose by over 24 per cent., nearly one quarter. Enormous fluctuations in the monthly figures to date have reflected many uncertainties in the minds of both the public and the wine trade about the possible effects of EEC membership.

"These uncertainties are clearly disappearing, particularly in the light of wine price reductions after VAT was introduced.

"British housewives have no intention of giving up the bottle in the weekly shopping basket which their families enjoy with Sunday's lunch."

Already some patterns of trade have become clear—although it is still not possible to forecast the outcome for the whole of 1973. Champagne consumption shows signs of easing now that stocks are lower and prices higher. Other sparkling wines are keeping pace with the expanding market and are 25 per cent. up on last year.

Italian table wines continue to grow more popular, with sales up by 84 per cent. in the first five months of 1973. German wines rose 31 per cent. and French 27 per cent. Port has also risen by 31 per cent.

Cyprus sherries and wines stand 21 per cent. above last year, but the wine trade must still be holding considerable stocks withdrawn from bond at the beginning of the year.

Special agency to redevelop London docklands

BY PETER RIDDELL, PROPERTY CORRESPONDENT

THE GOVERNMENT has decided to set up a special executive and co-ordinating agency with strong financial backing to deal with redevelopment of the former dockland areas in east London.

Mr. Geoffrey Rippon, Environment Secretary announced the move yesterday, after a meeting with Greater London Council leaders and the five local boroughs affected.

Formation of the new agency, which will require legislation, involves rejection of the local authorities' own plan for a joint agency under their separate control.

However, the Government has taken account of those views to the extent that its new agency will not be designed simply as a New Town Corporation.

"The physical nature of the area and the ways in which redevelopment would affect the interests of six major authorities would seem to point towards tailor made arrangements both as to responsibilities of a special body and to ensuring a high proportion of local authority representation," Mr. Rippon said.

Leaders of the local authorities agreed to discuss the proposals in more detail, while Mr. Rippon emphasised his concern that agreement on the necessary machinery should be reached between all parties.

The Minister has opted for a special agency partly because of the large financial commitment involved, especially if large areas of land have to be acquired in advance.

He argued that, "although much of the infrastructure cost would be supported by the Government, I do not think any of the authorities could handle the problems of raising capital as readily as could a Corporation drawing directly on Exchequer advances."

Countering fears that the existence of redevelopment proposals might cause land prices to rise sharply, Mr. Rippon pointed out a formula existed in Land Compensation legislation to the effect that, for certain kinds of development, the price of land to the developing authority is not to be increased by the existence of the scheme itself.

That would ensure compensation is paid on the basis of current, not future values. "We can get most benefit from this by having a special authority operating in a carefully defined area."

The designated area of operation for the proposed body will be discussed further by the various parties. It may be either larger or smaller than the 5,000 acres or so, from London Docks to Beckton, covered by the consultants' study, published earlier this year.

Local authorities involved and the GLC are consulting with residents and workers about possible approaches to redevelopment.

Lardinois tax plan to beat EEC butter surplus

BY LORELIES OLSLAGER BRUSSELS, Sept. 14.

M. PIERRE LARDINOIS, the EEC commissioner responsible for agriculture, has suggested a tax on milk sales to dairies as a way of tackling the Community's notorious butter surplus. The idea, still officially secret, is the most revolutionary aspect so far of M. Lardinois' suggestions for reforming the Common Agricultural policy.

First details of his proposals became known as members of the European parliament threatened to vote against part of the supplementary budget for this year in order to protest against the sale of 200,000 tons of surplus butter to the Soviet Union last spring.

The Commission has formally revised downward its first estimates of expenditure from the farm fund next year. It has informed the member governments that because of the world cereals shortage it expects to spend 328m. units of account (one unit of account equals the old U.S. dollar) less than originally expected on supporting surplus cereals production in the Community.

This would bring the price guarantee section of the farm fund, by far the biggest individual item in the proposed budget, down to 3,500m. against the initial forecast of 3,800m. It would be the first time that Community expenditure from the guarantee section had gone down compared with the previous year.

Expenditure this year, increased drastically by the supplementary budget last summer, is estimated at 3,651m.

The cost of the EEC food aid programme to developing countries, however, has been revised upwards by about 50m. units of account, making a total expenditure forecast for next year of about 5,800m. units of account compared to 6,077m. initially.

Britain's contribution, whatever the budget, will be 11.04 per cent.

"The magnitude of the Community's dairy problem is illustrated by the—unchanged—forecast expenditure of 1,545m. units of account on milk and milk products next year.

M. Lardinois has always made it clear he considers the structural butter surplus as the most serious problem for the Common Agricultural Policy. His most startling proposals for reforming the policy concerns this sector.

He has suggested to his fellow Commissioners in informal discussions that producers should be made to bear some of the costs of surpluses and there should be a tax on the fat content of milk, raised at the dairy. He is said to have mentioned a 4 per cent. tax, but as an illustration rather than a concrete proposal.

The tax might be kept variable, and a higher amount could be raised on big quantities of milk so that small farmers did not suffer too drastic a loss of income.

More ardent critics of the farm policy have received M. Lardinois' idea well. But they are disappointed by his failure to propose a freeze or even a decrease in the intervention price for butter.

Courtaulds expects £26m. plant order from USSR

BY KEN GOFTON

COURTAULDS said yesterday that it expects within the next few weeks to sign a £26m. contract to supply a triacetate fibre plant to the USSR.

The company has previously supplied six fibre plants to Russia and two to other East European countries. The new order, however, is the first for six years, and easily the most valuable.

Silk-like

Trviacetate is a silk-like fibre derived from wood pulp, and became available commercially only in the 1950s. It is similar to ordinary acetate, which dates back to the end of the last century. Courtaulds is the only U.K. producer, under the brand name "Tricel."

Woven and knitted dress fabrics probably provide the main outlet for triacetate fibre. Being thermoplastic, it holds pleats well.

Details of where the new factory is to be sited in Russia, and its capacity, have not yet been released.

Acrylic order

The group's biggest order to date from Russia for fibre technology and equipment was a £9.4m. contract in 1967 to supply an acrylic plant. In 1969, however, it booked orders totalling £15m. for three separate units to make acetate and acrylic fibres, and rayon tyre cord.

Courtaulds is also a substantial exporter of man-made fibres, particularly rayon and acetate, to Communist countries. Largely because of its efforts the U.K. has been the leading shipper of fibres to the Communist bloc for at least four years.

Triumph Investment Trust denies Mayfair sale fraud

BY NICHOLAS OWEN

TRIUMPH INVESTMENT Trust denied in the High Court yesterday that there had been a fraudulent conspiracy to deprive Mr. David Garrard, a London estate agent, of his share of the profit on the £3.35m. sale of a Mayfair building.

It was agreed to replace a temporary injunction freezing proceeds of the sale, which was granted to Mr. Garrard on Thursday. Now the proceeds will be held in the deposit account of Crashire, one of Triumph's companies. The amount to be held is not less than £2.6m. and there are to be no dealings in the capital or interest in the account.

Mr. Garrard introduced the property—No. 4, Grafton Street—to Suburban and City Holdings in 1969. It was bought for £255 000 and transferred to an investment concern called Dellofeld. Later it was transferred again to Crashire, a property subsidary of Triumph, which bought out Suburban and City Holdings.

Mr. Leolin Price, for Triumph, told Mr. Justice Mais that no attempt had been made to deprive Mr. Garrard of his share of the £2.6m. profit on the property.

The property had been conveyed to a different company within the group and then sold by a third company within the group to gain the maximum financial advantage, said Mr. Price. It was a normal financial arrangement.

Mr. Michael Sherrard, for Mr. Garrard, described dealings over the house as "musical chairs."

"Until the music starts again I think the status quo should be maintained," he said.

Mr. Garrard is claiming £1.3m., half the profits realised on the sale.

Triumph's shareholders were told of the court actions at their annual meeting yesterday. Mr. Tom Whyte, the chairman, said just before the meeting closed: "Your company has never been in better shape. We have been much maligned, but we're not going to be put off by adverse publicity."

Shares of the company fell to a 1973 low of 65p at one stage yesterday, closing at 68p, 7p lower on the day.

Two Albright & Wilson directors to resign

BY KEN GOFTON

TWO EXECUTIVE directors of Albright and Wilson, the chemicals group which has just emerged from four years of severely depressed profits, are to resign shortly.

They are Mr. Peter Baines, 53, and Dr. Michael Peard, 45, both long-serving employees of the group.

Their decision to leave follows a restructuring of the Albright and Wilson Board during which various executive directors were allocated particular functions. In the shuffle, Mr. Baines' job as commercial director disappeared, while Dr. Peard's role as director for planning and development was absorbed with that of Mr. John Hughes, the technical director.

Mr. Baines, who will leave the group in December, joined Marchon in 1946 before it was merged into Albright and Wilson and was successively company secretary and managing director of Marchon. He joined the Albright and Wilson Board after the reshuffle in 1969.

It was also in 1969 that Dr. Peard became a director. He joined the group in 1952 from university as a chemist in the research department.

A spokesman for the company said last night: "There is no question that the resignations followed a row."

Domestic air routes losing money—Caledonian chairman

BY JAMES McDONALD

AIRLINES COULD not go on subsidising domestic trunk routes in Britain, Mr. Adam Thomson, chairman of British Caledonian Airways, said in Glasgow last night. He revealed that British Caledonian in the financial year to March, 1973, lost more than £1 on every passenger carried between London and Scotland.

"Something has got to be done to remedy a situation where domestic air services for all airlines involved are becoming increasingly unviable," he told the Federation of Scottish Junior Chambers of Commerce.

British Caledonian's aim was to continue to develop vigorously, but it was necessary to put right the economic framework of the scheduled domestic operations. "Unless we do this, many future developments and all the recent talk of bus-stop, walk-on, shuttle, call them what you will, services are commercial pipe-dreams," Mr. Thomson declared.

The airline was looking at possible forms of direct and indirect subsidy, and at a possible fare structure which "gets away from an across-the-board tariff which is periodically raised." He was looking for a differential fare structure which accurately reflected the basic economics of supply and demand.

He said that, since 1970, the ordinary one-way economy fare on the domestic trunk routes had gone up by 21 per cent., while the operating cost per passenger had risen by 33 per cent.

Landing and navigational charges for a single Gatwick-Edinburgh-Gatwick round trip on a BAC 1-11 500 airliner were about £100, and British Caledonian needed 10 passengers to cover this single cost. He pointed out that in November navigation charges would be increased on domestic trunk routes by 147 per cent.

Mr. Thomson claimed that, despite improving train services, domestic air services were essential to the community and that "their withdrawal would be a disastrous economic blow for Scotland.

"We are providing a public service as important to the community as, say, investment grants, tax incentives to business in development areas, or subsidised education."

It was illogical, he argued, for British Caledonian—a commercial airline with largely Scottish shareholders—to be subsidising a Government responsibility and paying the Government "through our fuel taxes and landing and navigational aid charges a princely sum and a handsome profit for so doing."

In its next financial year British Caledonian will operate over 4,500 scheduled service round trips between Scotland and England and more than 900 round trips between Scotland and Europe.

GLC pegs bus and tube fares

Financial Times Reporter

LONDON TRANSPORT has been refused permission to raise its prices next January. As expected the Labour-controlled Greater London Council has turned down an application for a 10 per cent. increase on bus and Underground fares.

The proposed rates, which would have raised the minimum bus fare from 3p to 4p with wide-ranging increases in tube fares, would have brought London Transport an extra £15m. in revenue.

However, in keeping with his GLC election pledge, Sir Reginald Goodwin, Labour leader, has rejected the application because it would have added to inflation and driven people away from public transport.

Although the present staff shortage has resulted in a surplus of over £5m., the London Transport Board says it must have more money to cover planned wage rises and costs.

London Transport is prevented from making a loss by statute. So the extra money will have to come from either the Government or the ratepayer.

The GLC is to review the situation when London Transport submits its annual budget later this year.

'Progress on containing retail gross margins'

FINANCIAL TIMES REPORTER

THE GOVERNMENT'S efforts to contain retail gross margins as part of its attack on inflation on a broad front appear to be making some progress, according to Sir Bernard Miller, chairman of the John Lewis Partnership.

"If the Partnership's experience is at all indicative it looks as though at least on this front some progress" is being made," he said yesterday. "In this situation the twin effects of competition and the Price Code seem likely to be increasingly effective in the coming months."

The John Lewis Partnership's first-quarterly return—April to June—showed a reduction in gross margin of more than two full percentage points compared with last year, said Sir Bernard. He described this as a "colossal reduction" which had had a very significant effect on selling prices.

"It is idle, I think, to speculate how far this outcome was due to normal trading competition and normal Partnership policy, how much directly to the provisions of the Price Code, or how much to the Partnership's wish in its own and everyone's interest to play a proper part in stemming the expectation of inflation."

The fact was that gross margins were substantially down across the board, both in the group's supermarkets and in its department stores. Further details would be given when the Partnership's first half-year results are published in two weeks' time.

However, said Sir Bernard, the biggest element of cost remained the supplier's price to the retailer, a situation recently underlined forcefully in the case of food.

Clay Cross pay decision backed

Financial Times Reporter

AN EMERGENCY appeals committee of the National and Local Government Officers Association advised officers of Clay Cross Urban Council, Derbyshire, to stop defying the 11 Labour councillors by continuing to refuse to implement a pay rise.

For several weeks, the chief officers of the council have refused to pay the £4.50-a-week rise granted by the councillors to 80 manual workers.

The officers did so because they feared they might be penalised if the Pay Board took action over the increases which are above the Phase Two limits.

RAC PUTTING UP SUBS TO £5.50

Members of the Royal Automobile Club face a £1 increase on the £4.50 annual subscription from next year. On Thursday, the Automobile Association announced a similar rise.

British Leyland recaptures 30% of U.K. car market

BY DAVID WALKER

BRITISH LEYLAND last month raised its share of the domestic car market to above the 30 per cent. mark, last achieved in April, although its total sales were exceeded for the first time by the combined total of imported makes.

BL sold 71,661 cars, the latest Society of Motor Manufacturers and Traders figures reveal to-day, to gain a market share of 30.58 per cent., compared with 28.53 per cent. in July.

The statistics, however, are distorted by the August registration letter change, which makes valid comparisons with earlier periods difficult.

Taking July and August together, the BL market share was 30.12 per cent., better than at one time expected but significantly below the 33.06 per cent. of July-August, 1972.

Worst hit by the record influx of imports was Ford Motor, the only domestic manufacturer to see a volume drop in July-August sales compared with the same two months of 1972.

Its market share of 20.54 per cent represented 65,637 units, against 24.93 per cent. and 71,332 respectively a year earlier. In August alone Ford, seriously hampered by the timing of its holiday shutdowns and by a walkout at Dagenham which caused a week's lost production, sold a record 42,557 cars but took only 18.16 per cent. of all sales.

MOTOR VEHICLE REGISTRATIONS

	August, 1973 Units	%	Jan.-August, 1973 Units	%
British Leyland	71,661	30.58	383,639	31.05
Ford	42,557	18.16	282,400	22.85
Chrysler U.K.	21,673	9.25	123,173	9.97
Vauxhall	22,632	9.66	109,628	8.87
TOTAL BRITISH	159,527	68.08	905,581	73.28
Datsun	11,053	4.71	42,979	3.48
Renault	9,464	4.04	49,450	4.00
Fiat	8,146	3.48	32,886	2.66
Volkswagen	6,865	2.93	34,504	2.79
TOTAL IMPORTS	74,800	31.92	330,114	26.72
TOTAL ALL MAKES	234,327		1,235,695	

Strike-hit

Both Chrysler U.K. and Vauxhall Motors remained with market shares of below 10 per cent. with Vauxhall moving ahead of strike-hit Chrysler to sell 22,632 cars in August and achieve a 9.66 per cent. penetration.

For the two months, Vauxhall's sales totalled 29,900 or 9.35 per cent. against 26,588 and 9.29 per cent. a year previously.

Chrysler U.K. sales in August totalled 21,673 or 9.25 per cent. of the total, giving overall figures of 29,048 and 9.09 per cent. for the two months, compared with 26,814 and 9.02 per cent. in July-August, 1972.

Among the importers, the most significant development was Datsun topping the individual manufacturers' league table, overtaking Renault, the traditional leader.

Exceptional factors gave the Japanese manufacturer an August market share of 4.71 per cent., against Renault's 4.04 per cent. It is clear, however, that Datsun has consolidated its position vis-a-vis Volkswagen, with which it has been vying for second place. Last month, Volkswagen achieved a penetration of only 2.93 per cent., well behind Fiat's 3.48 per cent.

The Ford Cortina remained the most popular car in August, while the Escort slipped back in the best-seller stakes with Vauxhall Motor's Viva in second place. After the Viva came BL's Marina range, followed by the BL Mini in fourth place and then the Escort.

Foreign hold

After that came the Chrysler U.K. Avenger (6), its Hunter (7), the Austin Allegro (8), the great white best-selling BL 1100-1300 range (9), the Austin Maxi (10), the Vauxhall Victor range (11), BL 1800-2200 series (12), the Volkswagen Beetle models (13), Ford Capri (14), its Granada-Consul cars (15), the Datsun Sunny (16), the Renault 12 (17), Datsun Bluebird (18), the Rover 2000-3500 range (19), and the Triumph 2000-2500 (20).

Never before have so many foreign vehicles appeared in the top 20 demand table.

On the commercial vehicle front, the SMMT figures show that imports also reached a high point in August with 15.93 per cent of a total market numbering 26,703 units.

In July, when overall commercial vehicle sales came to 20,367, imports accounted for only 11.85 per cent. Taking the first eight months as a whole, the importers' share of commercial vehicle sales was 14.53 per cent.

The Ford Motor share of the commercial vehicle market went down, like its share of car sales, to 27.27 per cent. in August, against 31.41 per cent. in July. By volume, however, it saw a rise in sales.

BL took 27.15 per cent. of the market, well above the 25.44 per cent. in July and a big increase in volume terms. Its total of 7,250 commercial vehicles compares with 7,283 for Ford.

The Vauxhall Bedford range sold 5,825 units, a 21.81 per cent. market share, compared with 4,297 and 21.1 per cent. in July. With 1,553 sales, Chrysler U.K. took 5.82 per cent. of the market. A month earlier, its figures were 1,545 and 7.59 per cent.

RESIDENTIAL PROPERTY

COUNTRY AND COASTAL

Property and housing

And don't dilly dally on the way

BY JOE RENNISON

AT THE end of an honourable and hard fought battle to earn a living—despite the tax man—many people are tempted to take themselves off to the warmer, more relaxed and more genial atmosphere of a southern clime. For Britons this usually means the Mediterranean and most of all Spain, Portugal and France.

But once the dream villa has been selected, decided on and paid for, there is the further problem of how to get there with one's household intact. The thought of transporting a whole home and a lifetime's selection of treasures so carefully collected and guarded over the years could be daunting. One look round the average living room alone will make it plain what a difficult task it could be. What do you do with that cut glass thingummyjig that you have always wanted to break but was given as a wedding present by mother-in-law and which your wife will insist on being transported along with the rest of a life's accumulated junk? Just where does one start to organise what is after all a major and probably permanent upheaval?

There are those, of course, who are tempted to do the job themselves. They will pack up their goods in a variety of old boxes, slap an address on them and hope for the best. That way leads to disaster. How many times in conversation down on the Costas have I heard the usual complaint that so-and-so has been down to the depot, the railway station or the port to see once again if their possessions have arrived. And even if they do eventually turn up, there are usually the further complications that the customs officers will not release the goods because the documentation is inadequate or the correct procedures have not been gone through.

Possible snags

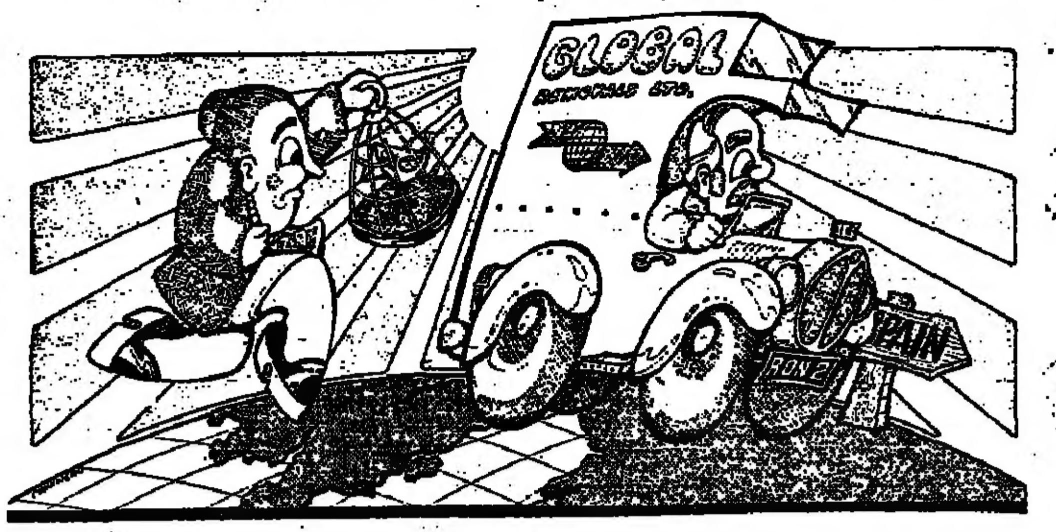
Or there is the temptation to take only what is essential and hire a van and take the kitchen sink, etc., all the way across the Continent — perhaps through several countries — yourself. This too can lead to all kinds of unexpected snags, including impounding by the customs, not to mention breakdowns, thefts and a thousand other frustrations.

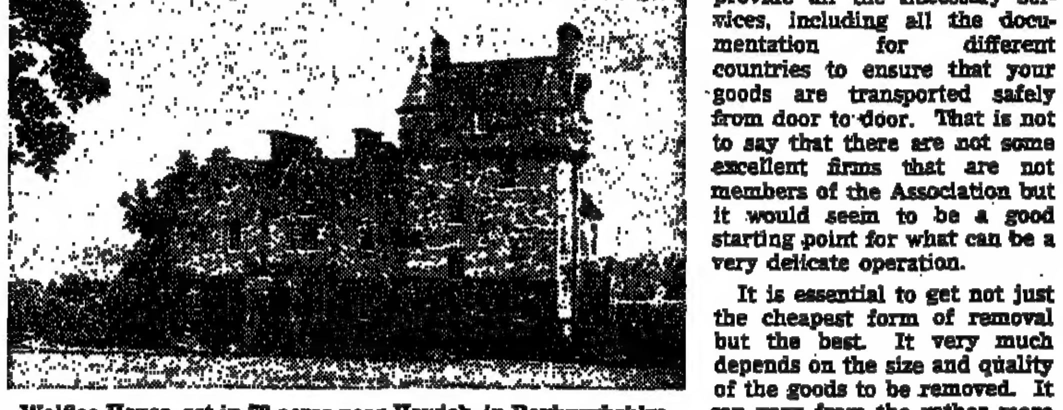
For a bit extra money it is far better to put the whole operation in the hands of the experts. They know what they are doing and the goods (insured) are their responsibility until they are delivered on the doorstep of your villa in the sunshine.

When I said that they know what they are doing I should correct that to say that some of them know what they are doing. As one spokesman in the business put it to me: "There are a lot of sharks around in this business." Some unscrupulous firms through misleading advertising and calling themselves shipping and forwarding agents give the impression that they can do the job. In many cases all they are qualified to do is to pass it on to someone else or else do no better job than you could yourself in stuffing a few old tea chests and sticking on a label. A good deal of asking around is necessary to sort out the sheep from the goats.

An even surer way of getting hold of a reputable agent is to apply to the British Association of Removers, 279, Grays Inn Road, London, W.C.1. The general secretary will be glad to give you advice and a list of their members. It is a trade association formed for the mutual benefit of its members and to set standards for the industry. Members applying to join their overseas group are carefully vetted and must be able to prove that they can provide all the necessary services, including all the documentation for different countries to ensure that your goods are transported safely from door to door. That is not to say that there are not some excellent firms that are not members of the Association but it would seem to be a good starting point for what can be a very delicate operation.

It is essential to get not just the cheapest form of removal but the best. It very much depends on the size and quality of the goods to be removed. It can vary from the rather more expensive door-to-door service to sending by rail or by sea in a container made specially for the purpose. A good agent should be able to advise what is the best service for your particular load.





Wolflee House, set in 72 acres near Hawick, in Roxburghshire, has just come on the market for sale. Sir Walter Scott made it famous, calling it Wolfcrag Castle in his novel "The Heart of Midlothian." Between 1825 and 1827 it was largely rebuilt. It has recently been modernised and could be used as a country hotel. Offers of about £100,000 are expected. Agents: Savills, 20, Grosvenor Hill, W.1, and John Sale and Partners of Selkirk.

So how do you start? The first thing of course is to get an estimate from one or more firms and explain exactly where you are going and what you want to take and then exactly when you would like the goods to arrive. And then the best advice would seem to be to do nothing and leave it to the remover. A medical acquaintance of mine who has much experience in moving around the country insists that the following behaviour should be observed: "Get up in the morning and have breakfast, leave the dishes and go for a long walk. If you get a decent removals firm they will even wash the dishes, pack up everything perfectly and all you do is follow the van."

I cannot guarantee the bit about the dishes but the advice is basically sound. Whatever you do, do not complicate the job by packing little bits beforehand. The removers are the experts and know through long experience exactly where each item should go and how it should be packed.

Main problems

I asked Roger Leonard who is in charge of the European removals section of Pickfords what are the main problems involved in moving from this country to, say, a villa on the Costa del Sol. I chose this venue because Spain is the most popular choice for Britons buying a home abroad. It was a happy choice in another way because as Mr. Leonard explained, Spain has probably the most complicated system of documentation of any European country.

The physical side of the operation is fairly simple, being no more complicated than a domestic removal from Birmingham to Bournemouth. The documentation is the only thing that could go wrong. "We should not let a shipment go forward if the documentation is not in order. If, however, by chance the customer has not filled out the forms correctly the van will be held up."

If you are taking a complete household full of goods the method chosen would probably be a door-to-door pantechnicon. This would be a large van that would pick up the goods from your house here and deliver them to the door of your villa with the same driver accompanying the load for the whole journey. These vans are built to TIR (Transports Internationaux Routier) standards. They are nothing less than a travelling customs locker. They are built to certain standards to ensure against pilfering, smuggling and the like. The load is given a TIR seal in the U.K. and will remain sealed until destination.

It will be cleared at the nearest large town to your destination.

The Spanish consulate here will examine the inventory and if satisfied give it a visa. The customer must declare that the goods are his own and will not be sold or given away. Pickfords would then make sure that you have a resident's permit or, if not, a copy of house purchase agreement and negotiation for a permit. These documents are then sent to their local agent for clearance at the other end. It is also advisable to get a chit from the local police saying that they know you and that you have or are applying for a resident's permit.

In Spain household goods must follow the residents to their destination within three months if they are not to be subject to duty so good timing is essential. If you have not received all the necessary documents the Spanish can demand a bank guarantee of between [illegible] per cent. and 50 per cent. [illegible] the value of the goods un[til] documents are obtained.

There are other things to [be] thought of such as insuran[ce]. This can start at around £1 p[er] cent. of the value. But [it] depends on the load. If you a[re] a collector of valuable gl[ass] and want it all taken there, t[his] increases the risk value of t[he] cargo and so the insurance g[oes] up. Again this can be left [to] the agent. So can proble[ms] connected with pets and t[he] transport of enough food to [see] you settled into your new ho[me]. Certain agents will also be a[ble] to arrange your own perso[nal] travel tickets, visas, passpo[rts] and personal insurance. T[hey] can also arrange the stor[age] and sale of goods that you [may] not want to take with you.

Advice available

There is also advice availa[ble] on whether that antique cabi[net] which has been used to a fai[r] well-regulated temperature [in] Britain will stand up to [the] heat, sand and dryness [of] foreign parts. The same app[lies] as to whether it is worth wh[ile] taking certain electrical go[ods] abroad with you.

And how much does all t[his] cost? Mr. Leonard was re[luc]tant to give an average p[rice] from here to Malaga. As [he] pointed out: "The w[hole] average does not exist. Th[ere] is no such thing as the aver[age] load or the average home. E[ach] job has its own peculiariti[es]."

One last word of adv[ice]. When the removers ar[rive] don't leave your passport [and] visa in a locked drawer or the pocket of the suit you w[ere] wearing yesterday. It [is] invariably the first item to [be] packed right at the front [of] the van and it takes an a[wful] lot of bother to get it out ag[ain].

EEC offers farm incentives for switch from milk to meat

BY PETER BULLEN

THE EEC scheme to persuade dairy farmers to switch from milk production to meat was announced yesterday belatedly, by a fairly unenthusiastic Ministry of Agriculture.

It could have been announced several weeks ago but as the storm over the protein and grain shortage was then at its height, it was felt an announcement could have been interpreted as a sign to U.K. milk producers to cut their feed losses and change to beef or lamb production.

The incentives in the scheme are aimed more at reducing the EEC's dairy surplus than in making a big impact on beef supplies. They work out at about £140 a cow compared with the £200 a year a cow is likely to yield in milk.

The Milk Marketing Board's reaction was that it was unlikely to affect milk output in this country, although it could be of benefit to those farmers already contemplating retiring or quitting milk production. About 5,000 leave the industry each year.

Better off

Those remaining in milk were likely to be better off financially than those switching to beef to get the EEC incentives, said the Board.

The Ministry believes the scheme is aimed at reducing the milk surplus in Europe. As there is no surplus of milk in the U.K. —which has to import some 50 per cent. of its cheese and 80 per cent. of its butter—it strongly advises farmers to "consider the longer-term effects carefully before giving up milk production and taking a step which might be difficult to reverse."

Any dairy farmer with 11 or more dairy cows on June 4 this year who has given up, or intends to give up, milk production and applies before the end of 1974 will be eligible for the incentives. He will have to stop selling or supplying milk and milk products for four years and change to keeping beef cattle or sheep throughout the period.

(Farmers will have to replace every milking cow with at least a specified minimum number of sheep or young cattle. Ayrshire, Guernsey and Jersey breeds—and crosses between them—will not be considered as breeds for producing beef.)

Grant payments

The amount of grant will depend on the quantity of milk or milk products supplied in the year ended May 31, 1973, calculated at 7.5 units of account for every 100 litres of milk sold. At current exchange rates this is equivalent to £15.75 for every 100 gallons of milk.

Half the grant will be paid immediately the farmer undertakes to stop milk production and two further payments of 25 per cent. will be made over the four year period to make up for the loss of the regular milk cheque. The Government will find 50 per cent. of the grant and the rest will come from the Community's FEOGA funds (European Agricultural Guidance and Guarantee Fund). The EEC has put aside £35m. for the scheme.

Chunnel will cut food costs, say importers

BY JAMES McDONALD, SHIPPING CORRESPONDENT

STRONG SUPPORT for the Government decision to go ahead with the Channel Tunnel came yesterday from the British Importers Confederation, which represents directly or indirectly about 4,000 British importers.

Lord Macpherson, Confederation president, said: "I am pleased the Government has decided to go ahead with the Channel Tunnel. By providing an alternative method of import into this country, the tunnel will give the British housewife the opportunity of buying cheaper, fresher food.

"Continental farm products could be in the shops soon after picking, giving a distinct advantage over the present transportation system available to the importer."

On projected costs, it was estimated there would be freight savings "enabling cost reductions to be passed on to the advantage of the consumer. "The tunnel will enable traffic to flow conttinuously, free from interruptions due to weather conditions."

Essential

In a survey carried out among Confederation members after the Green Paper on the tunnel was published last March, it was found most members welcomed the idea, but were concerned the tunnel would constitute a rail monopoly and season car traffic might disrupt the flow of regular freight services.

Other points made then were that it would be essential to organise the receiving, marshalling and documentation of commercial vehicles at the terminals so advantages of the tunnel were not lost in a backlog of commercial vehicles within the terminal sites.

Merely to improve the transit time — one segment of the Channel crossing—would be insufficient, one Confederation member suggested then. Terminal handling, Customs clearance, loading and unloading operations must all be raised to a similar standard.

BECKMAN THICK FILM EXPANSION

Beckman Instruments is to embark on a £250,000 expansion of the thick film microcircuit facility at its Glenrothes manufacturing plant.

The project will add an extra 6,000 sq. ft. to the existing 7,000 square feet microcircuit production area opened in November, 1971.

OVERSEAS NEWS

Brandt coming to U.K. for talks in October

BONN, Sept. 14.

WEST GERMAN Chancellor Willy Brandt will visit Britain next month for two days of talks with Mr. Heath. The talks are expected to concentrate on European Community affairs and relations with the U.S.

A Government spokesman said here to-day that the talks will be held at Chequers during the weekend of October 6 and 7. A small delegation will accompany the Chancellor but no Ministers are expected to be included in it.

The discussions will thus concentrate on broad policy aims and are expected to be marked by the same friendly and open atmosphere noted when the two leaders met in Bonn in May. Foreign Office officials here stress there are no major outstanding bilateral problems between the two sides and that co-operation at the top levels of Government is excellent.

It is in this context that Herr Brandt is expected to stress his view that, whatever the incidental difficulties, Europe should intensify its efforts to meet the goals of the Paris summit last October urging a European union by 1980.

Herr Brandt said earlier this week that Bonn still stood by all the Paris decisions. Both he and Foreign Minister Walter Scheel have also welcomed the outcome of the recent Common Market Ministers' meeting in Copenhagen as an important step in the right direction.

It is clear that West Germany would welcome a return to the Community currency "snake" by those countries, including Britain, which remain outside it. But again Herr Brandt has stressed that if, as seems likely, the second phase of progress towards economic and monetary union has to be somewhat delayed, this is no cause for doubting that the end target will not be achieved.

He told a Press conference that progress on international monetary reform—which could well be made next year—would work to the advantage of the Community's own timetable.

Britain's concern over the Common Agriculture Policy (CAP) and rising food prices, is well known. In this sphere too, Bonn and London are agreed that there must be reform. At the same time West Germany is keenly aware of the need to steer clear of anything which might be interpreted as an alliance against France on the issue.

Herr Brandt will be making his visit less than a week after his return from the United States, during which he will address the United Nations General Assembly and meet Secretary of State-Designate, Dr. Henry Kissinger, in New York.

The chancellor will thus be able to pass on to Mr. Heath the latest U.S. view of its relations with Europe in the wake of the Cophenhagen decisions. These at present are generally held to have made the projected visit to Europe by President Nixon more likely.

Britain urges 'cod war' inquiry plan

REYKJAVIK, Sept. 14.

BRITISH AMBASSADOR Mr. John McKenzie to-day handed a Note to Iceland's Foreign Minister, Mr. Einar Agustsson, proposing an international commission should examine any further ramming allegations in the "cod war" between the countries.

The Note was in reply to Iceland's warning on Tuesday that it would break off relations with Britain should British frigates or tugs continue ramming Icelandic ships.

Mr. Agustsson said he did not want to comment on "such important proposals" before the Cabinet had met. The Note would be studied over the weekend and a reply would be decided on early next week, the Minister said.

According to the text released in London, the Note proposed that if a collision occurred between an Icelandic coastguard vessel and one of the British frigates or support tugs, and either Government considered that the other vessel had deliberately rammed its own, an international commission of inquiry be immediately established.

The British Government trusted that Iceland did not in fact wish diplomatic ties to be severed, the Note added.

Disclosure of Britain's move followed the cutting of two British trawlers' wires by Icelandic gunboats to-day inside the disputed 50-mile limit, and amid moves to expand the coastguard fleet.

In political circles here it was felt that Iceland was unlikely to make any move towards accepting an international commission if it could in any way be interpreted as legalising what is regarded as the British use of naval force.

It was pointed out that Iceland had already refused any discussions or mediation while British warships are inside the 50-mile limit.
Reuter

Memorex shows net $101m. loss

CALIFORNIA, Sept. 14.

MEMOREX CORPORATION, a maker of peripheral computer equipment and magnetic tape, reported a net loss for the six months ended June 30 of $101.4m. compared with year-earlier profit of $334,000. Sales rose to $85.3m. from $69.5m.

Memorex included in this year's net loss write-offs of $40m. for the abandonment of its computer system products programme, $37.4m. for a change in accounting policy pertaining to deferred research and development expenses and lease acquisition costs, and $15.7m. for revaluation of assets.

The company also had an indicated operating loss in the first half of this year—arrived at by subtracting write-offs from its reported net loss of $101.4m. The indicated operating loss of $8.4m. contrasts with net income of $689,000, or 16 cents a share, in the 1973 first quarter. First quarter sales were $41.9m. AP-DJ

U.K.-owned company in $30m. bond issue

BY MARY CAMPBELL

AIRLEASE International Finance, the Bermuda company owned by eight British banks, is to borrow $30m. on the Eurobond market. The indicated coupon on the issue, which is for 15 years (average life 10½ years) is 8¾ per cent. The management group is headed by Kleinwort Benson.

Airlease International was set up in 1969 and currently has orders for ships and aircraft on its books with an aggregate value of $350m. Some $270m. of this is accounted for by ships. Part of the net proceeds will be put towards purchasing a 260,300 ton tanker for delivery in 1977.

National Westminster owns 21 per cent. of the company and the other three big clearing banks 20 per cent. each. The other shareholders are Kleinwort Benson (8 per cent.) Bank of Scotland (4), Lazards (4) and Brown Shipley (3 per cent.).

The issue is being guaranteed severally and in equal proportions by Barclays, Lloyds, Midland and National Westminster. The issue price will be decided in the light of market conditions.

This is the first straight dollar bond issue since Standard Oil (Indiana) raised $30m. at the end of July.

STOPPAGES HIT GERMAN PLANTS

By Andrew Hargrave

FRANKFURT, Sept. 14.

Around 35,000 engineering and car workers in the North Wuerttemberg - North Baden district staged half-hour token strikes to-day in protest against the lack of progress in conciliation talks (now in their ... day) over fringe benefits, including piecework rates and assembly line speeds. Among the factories affected were those of Daimler-Benz and Bosch

GATT adopts an 11-point objective

BY CHARLES SMITH, FAR EAST EDITOR

TOKYO, Sept. 14.

THE TOKYO Ministerial conference of GATT ended here to-day with the adoption of an eleven-point declaration setting out the objectives of the new round of GATT talks which will begin later in the year.

The declaration, which calls for negotiations on tariffs, on non-tariff barriers and on agriculture was not endorsed by all the countries represented at the conference. A number of developing nations, particularly from Latin America, expressed reservations about the wording of paragraphs dealing with relations between the developed and developing worlds.

However, the ground rules for the new GATT round will enable talks to go ahead even if some GATT contracting parties refuse to join in. The negotiations will also be open to non-members of GATT.

Countries which expressed reservations about the declaration in to-day's concluding session included Cuba, Ecuador and Bolivia, all of whom had been expected earlier to refuse outright to join in the new round. The Cuban delegate, Senor Carlos Lechuga, said that his country would "view with reserve" the start of the negotiations. He added that very little had been done during preparatory work in GATT to "dissipate the atmosphere of uncertainty" over the future of trade relations between the developed and developing worlds.

Despite the obvious coolness of some developing countries the GATT conference was said by Mr. George Shultz, the U.S. Treasury Secretary to "deserve an A plus." Mr. Shultz and the rest of the U.S. delegation appeared to be pleased with the way in which the conference's most tricky issue—the definition of the relationship between trade and monetary issues—was settled during the first two days of discussions.

The linkage issue assumed very serious proportions on the eve of the conference when the French delegation, led by the Finance Minister M. Giscard d'Estaing, demanded the insertion into the declaration of a clause stating explicitly that trade negotiations must be accompanied by a return to fixed parities for world currencies.

A showdown between France and the U.S. was averted when M. Giscard agreed to a more general wording which merely stated that efforts to liberalise trade implied "continuing efforts to maintain orderly conditions and to establish a durable and equitable monetary system."

The only other issue which was seriously contested during the conference was the inclusion in the Tokyo declaration of a paragraph promising "special measures" to help "least-developed" countries. This was opposed by Brazil and Colombia on the grounds that the measure could distort free market conditions for products such as cocoa and coffee. But the measure was strongly supported by the African bloc.

The next stage in the GATT round will be the convening on October 24 of the GATT negotiating committee in Geneva.

Partial text of Tokyo statement

TOKYO, September 14

THE FOLLOWING is a partial text of the "Tokyo declaration" adopted by the GATT Ministerial meeting here to-day:

1. The Ministers, having considered the report of the preparatory committee for the trade negotiations and having noted that a number of Governments have decided to enter into comprehensive multilateral trade negotiations in the framework of GATT and that other Governments have indicated their intention to make a decision as soon as possible, declare the negotiactions officially open. . . .

2. The negotiations shall aim to: Achieve the expansion and ever-greater liberalisation of world trade and improvement in the standard of living and welfare of the people of the world, objectives which can be achieved, inter alia, through the progressive dismantling of obstacles to trade and the improvement of the international framework for the conduct of world trade. . . .

Main aims

3. To this end the negotiations should aim, inter alia, to:

(a) Conduct negotiations on tariffs by employment of appropriate formulae of as general application as possible:

(b) Reduce or eliminate non-tariff measures or, where this is not appropriate, to reduce or eliminate their trade restricting or distorting effects, and to bring such measures under more effective international discipline;

(c) Include an examination of the possibilities for the co-ordinated reduction or elimination of all barriers to trade in selected sectors as a complementary technique;

(d) Include an examination of the adequacy of the multilateral safeguard system, considering particularly the modalites of application of article XIX, with a view to furthering trade liberalisation and preserving its results;

(e) Include, as regards agriculture, an approach to negotiations which, while in line with the general objectives of the negotiations, should take account of the special characteristics and problems in this sector:

(f) Treat tropical products as a special and priority sector. . . .

5. The developed countries do not expect reciprocity for commitments made by them in the negotiations to reduce or remove tariff and other barriers to the trade of developing countries, that is, the developed countries do not expect the developing countries, in the course of the trade negotiations, to make contributions which are inconsistent with their individual development, financial and trade needs.

The Ministers recognise the need for special measures to be taken in the negotiations to assist the developing countries in their efforts to increase their export earnings and promote their economic development and, where appropriate, for priority attention to be given to products or areas of interest to developing countries. They also recognise the importance of maintaining and improving the generalised system of preferences . . .

6. The Ministers recognise that the particular situation and problems of the least developed among the developing countries shall be given special attention . . .

7. The policy of liberalising world trade cannot be carried out in the absence of parallel efforts to achieve a monetary system which shields the world economy from the shocks and imbalances which have previously occurred.

The Ministers will not lose sight of the fact that the efforts which are to be made in the trade field imply continuing efforts to maintain orderly conditions and to establish a durable and equitable monetary system. The Ministers recognise equally that the new phase in the liberalisation of trade, which it is their intention to undertake, should facilitate the orderly functioning of the monetary system.

Contribution

The Ministers recognise that they should bear this in mind both at the opening of and throughout the negotiations. The efforts in these two fields will thus be able to contribute effectively to an improvement of international economic relations taking into account the special characteristics of lesser developed countries. . . .

10. A trade negotiations committee is established, with authority, taking into account the present declaration, inter alia:

a To elaborate and put into effect detailed trade negotiating plans and to establish appropriate negotiating procedures, including special procedures for the negotiations between developed and developing countries;

b To supervise the progress of the negotiations.

The trade negotiations committee shall be open to participating Governments. The trade negotiations committee shall hold its opening meeting not later than November 1, 1973.

11. The Ministers intend that the trade negotiations be concluded in 1975.
Reuter

OVERSEAS NEWS

Shultz warns Laird to keep off economic policy

TOKYO, Sept. 14.

MR. GEORGE SHULTZ, U.S. Secretary of the Treasury, to-day criticised Mr. Melvin Laird, President Nixon's domestic adviser, for giving Press conferences on economic subjects while he was abroad.

"I think the President's adviser on domestic affairs can keep his cotton-picking hands off the economic policy," Mr. Shultz said.

He was replying at a Press conference here to a question about a Washington Press conference given by Mr. Laird, reportedly indicating that the U.S. Administration was moving towards introducing a refundable surtax as a means of fighting inflation.

Mr. Shultz said that when he left Washington last week, President Nixon's policy had been not to increase taxes. He also criticised aspects of the surtax proposals and said it had received very little support when it was discussed in the Ways and Means Committee of the U.S. Congress.

"It doesn't sound like an idea whose time has come, but maybe things have changed in the last week," he said.

Turning to Mr. Laird, the Treasury Secretary said he did not know about his reported Washington Press conference. But he added: "He always gives Press conferences on economic subjects when I'm away. He did this to me when I was in Paris trying to negotiate monetary re-arrangements—he sounded off about the exchange values of the dollar. And here I am in Tokyo, and he's sounding off about taxes."

Mr. Shultz said he thought it was important to stick to one's economic policy "and not keep sharpshooting it week after week."

Reuter

Guy de Jonquieres writes from Washington: The White House announcement on the possibility of a tax increase to cool off inflation has met with deep scepticism in Congress, where it is widely feared that such a measure would exaggerate dangerously the economic slowdown that is the objective of the Federal Reserve's current tight monetary policy.

Congressman Wilbur Mills, the chairman of the House Ways and Means Committee, has said that he doubts that the tax proposals will ever be sent to Congress. He added that he is strongly opposed to granting the President discretionary authority over the level of the investment tax credit, a step now being considered by the White House.

Privately, a number of Congressmen regard the White House initiative as having more political than economic significance and suggest that it was intended to meet the recent criticisms by Dr. Arthur Burns, the chairman of the Federal Reserve Board, that the Administration has lost control over fiscal policy.

However, Mr. George Shultz's strong reaction to the announcement, combined with the fact that it marks a sudden and unexplained reversal in Mr. Nixon's own long-standing views on fiscal policy, have only enhanced the impression in many quarters that there is considerable confusion among the President's top advisors over how the economy should be managed. To this extent, the initiative has undoubtedly back-fired.

Pompidou speaks of China 'obstacles'

PEKING, Sept. 14.

PRESIDENT Georges Pompidou said to-day his State visit to China would not sway France from maintaining good relations with the Soviet Union.

Speaking at a news conference, M. Pompidou said his extensive talks with Chinese leaders did not allow him and his hosts to see eye to eye on all major international problems. He said the differences were due to different geographical location of the two nations and different preoccupations.

Determined

The President reaffirmed his determination to continue the Gaullist regime's 10-year-old drive for better relations with Moscow in answer to newsmen's questions on whether his Chinese visit, used by China to advertise its anti-Soviet feelings, would not affect the French relationship with Moscow.

"Why should there be any consequences?" M. Pompidou said. "France wants to be on good terms with the whole world. We believe that the policies of detente and entente are the best for us and for all countries of the West."

French delegation members said M. Pompidou plans to meet Soviet Communist Party leader Leonid Brezhnev early next year in Russia.

World issues

M. Pompidou, who has held three rounds of talks with Premier Chou en-Lai and a two-hour meeting with party chairman Mao tse-Tung, said he and his Chinese hosts were determined to narrow the differences over various world policy issues.

"We are doing all that is necessary to overcome those obstacles and we have views that often converge," M. Pompidou said. He said the differences arose largely from geography and the sheer size of the two nations.

"Our reactions are different," M. Pompidou explained. "Europe is turning towards detente while in Asia there still are theatres of war and China faces the huge frontier with the Soviet Union. Those things bring about different points of view," he said.

UPI

Close race in Swedish election

By John Walker

STOCKHOLM, Sept. 14.

THE SWEDISH Social Democratic Party have improved their position on the eve of the General Election according to the SIFO public opinion poll published in the Stockholm daily newspaper Dagens Nyheter.

The Social Democrats are given 43 per cent. of the poll and the Communists 5 per cent., against 48 per cent. for the combined total of the three opposition parties. The 4 per cent. balance is accounted for by three small groups including two break-away Communist factions.

The Social Democrats have remained in power as a minority Government during the last three years with support from the Communists. If to-day's forecast is approximately correct the pattern of voting on Sunday will return a similar political assembly as before.

If the figures come out precisely as forecast then both groups would have exactly the same number of seats each, namely 175. The prospect of this happening is considered somewhat remote, but if it did the only possible course open to the Socialists would be to try and obtain support from the Liberals.

Spain prepares new 'Juan Carlos' coins

MADRID, Sept. 14.

SPECULATION THAT General Franco might soon hand over to his designated successor was revived to-day with the confirmation that the Spanish mint is preparing new postage stamps and coins bearing the likeness of Prince Juan Carlos.

Never in modern Spanish history have Spanish coins born anything but the national coat of arms or the likeness of the Chief of State. Writing in the monarchist newspaper ABC, commentator Julian Cortes Cabanillas, a close associate of Prince Juan Carlos, said the reported preparation of coins with the Prince's likeness was "without doubt very significant."

Not printed

A spokesman for the Fabrica Nacional de Moneda Timbre (Mint) said casts for the new coins were being prepared. At the same time, the Mint categorically denied reports that the new coins were already being minted or the stamps being printed.

General Franco designated Prince Juan Carlos as his successor and future King of Spain four years ago. In June, Franco gave up the premiership naming Admiral Luis Carrero Blanco as Chief of Government. But at the same time he retained his other functions as Chief of State and Commander-in-Chief of the Armed Forces.

Speculation

There has been no official indication to back up persistent speculation that Franco might step down soon after a 34-year reign. In his last public appearances, Franco looked in excellent health for a man of 80.

General Franco last publicly discussed the timing of his handing over to Prince Juan Carlos two years ago. At that time, he told a crowd celebrating the anniversary of his ascent to power that he intended to "remain at the helm of State as long as God gives me good health and clarity of judgment."

Since then he has repeatedly expressed his full confidence in the Prince, a grandson of Spain's last King Alfonso XIII and married to a sister of Greece's deposed King Constantine.

UPI

France ends series of nuclear tests

BY GILES MERRITT

PARIS, Sept. 14.

THE MANNER in which the French Government to-day announced the end of its seventh series of nuclear tests in the South Pacific was much in keeping with the enigmatic way in which it has behaved throughout.

An inconspicuous note in the Official Gazette states that the ban on shipping in the "security zone" around French Polynesia will be lifted as of 1.00 am Paris time on Saturday, September 15.

Throughout the long row over the test series, which got into full-swing around the beginning of this year, the French authorities have refused to confirm or deny the existence of the tests. Their attitude has therefore been one of diplomatic double-think (rather than double-talk) which even badly strained relations with Australia and New Zealand and the rupture of ties with Peru has failed to pierce.

Given France's silence on the question ever since a Hague ruling that the tests should be delayed it is scarcely surprising that little is known about the nuclear devices exploded during the six weeks from July 21 to August 28.

What is known is that five separate tests were carried out during this period on Mururoa Atoll. The explosions were monitored and announced by the New Zealand Government, whose frigate the Otago remained on station just outside the 80-mile radius "security zone."

The relative weakness of the explosions, which were probably only detonating devices for triggering-off the French hydrogen bomb due to become operational in 1976, came as a nice irony after the bitter controversy surrounding the tests.

Meanwhile, true to form, the Defence Ministry here refuses to commit on speculation that next year will see another round of atmospheric tests. And, presumably, another round of bitter protests from inside France as well as from abroad.

CHESS — BY C. H. O'D. ALEXANDER

The postal game

RATHER TO my surprise, I [illegible] seem to have written about correspondence chess in this column. Having played C.C. for the last 15 years and played a fair amount internationally since I gave up serious over-the-board (O.T.B.) chess ten years ago I hope that I can hold the balance fairly between the two forms.

In different ways I have enjoyed them about equally, but I think that overall O.T.B. is the more demanding game; it tests one's character, personality and nerves to an extent that C.C. cannot do — and it is a face to face struggle. So my first advice would be that if you can play both, O.T.B. is the form to play, especially if you are a young player.

Having said this, it remains true that postal chess has great advantages. First, you may not be able to play serious O.T.B. chess; you may have no strong club near you and you may be unable to spare the time for tournaments. If, for example you travel a lot, you might be able to fit in the time for quite a lot of thought on C.C. games on journeys whereas tournaments might be quite impracticable.

Second — and this is perhaps the most important advantage — C.C. is essentially an amateur game and, if you have the ability, you can play really well as an amateur. You don't have to remember opening theory, if you understand the opening ideas, supply yourself with specialist books on the openings that interest you (for example the Batsford books), take magazines (Chess or B.C.M. or Fernschach) and Informator or The Chess Player to give you a large supply of current games you are on the way to knowing everything you need.

And in case you are greeting this with sceptical gloom, you can manage with a lot less until you begin to get really good. Provided that you remember how much of it is inevitably wrong or inadequate, you can struggle along with M.C.O. [illegible] on its own.

Also you need not ruin your game with blunders. If you see a player win a strategic struggle leading to a long endgame, one of the things you envy him is his endurance; his ability not to throw the thing away. A determined player with much less natural talent can achieve this himself in C.C.; there is the time to work things out and you are not under the continuous pressure that you are in an O.T.B. tournament.

Another rather surprising thing about C.C. is that it is often more enterprising than O.T.B. play; you might well expect the reverse to be the case in that unsound attacks have much less chance of success in C.C. Yes—but players reject attacking lines in O.T.B. not always because they are unsound but because they are afraid; it is much more strain to attack than to play quietly. In C.C. you can assess an aggressive line at leisure and play it if it seems good. So, unless you are just a basically dull player, in which case all your games will be boring (except, of course, to you) whatever sort of chess you play, you will be agreeably surprised by how lively C.C. is.

Two final points: C.C. is particularly good for older players —so many of the things that handicap the older player at O.T.B. such as worse memory, poorer nerves, bad stamina, less fighting spirit, matter very much less at C.C. Secondly, you will discover your limitations; think as long as you like and move the pieces about endlessly and you will still get the wrong answer if the position is beyond your scope—this, I suppose, is good for one. Write to R. Gillman, Hon. Sec., B.P.C.F., 85 Hillyard Road, London, W7 1BJ, if you are interested in taking up Postal Chess.

POSITION No. 37

BLACK (3 men)

WHITE (2 men)

A. V. and K. V. Sarychev (1928). White to play; how can he draw?

This study is taken from A. J. Roycroft's "Test Tube Chess" (Faber).

PROBLEM No. 37

BLACK (5 men)

WHITE (5 men)

By E. Letzen (1st prize, Sver. Schackförbund, 1921). White to play and mate in two moves.

Solutions page 4

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SATURDAY SEPTEMBER 15 1973

Same mixture as before

YESTERDAY'S RISE to 11 per cent in the mortgage rate is the inevitable accompaniment of a further increase in the rate paid for deposits. However unwelcome to house-buyers, it should at least come as little surprise to them. The building societies have been complaining for several weeks past about a sharp drop in their net inflow of funds, a drop which they partly attribute to increased competition for deposits by the banks. They had been pressing the Government, accordingly, to make use of the provision which allows bank competition for the money of personal savers to be limited if this threatens the position of building societies.

On Tuesday, in advance of yesterday's crucial meeting, the Chancellor agreed to meet them by limiting the rate of interest which banks may pay on deposits of less than £10,000. At the same time, the Bank of England sent a letter to all banks and finance houses urging them to exercise "significant restraint" in lending to personal customers (otherwise than for house purchase) and to restrict the supply of credit for supporting property deals and purely financial transactions. It may have seemed that a change of some importance had taken place in the direction of official policy.

Intervention

So far as the building societies themselves were concerned, however, the change was evidently not great: it is even arguable whether the result of yesterday's meeting would have been much different if the call for Government intervention and the Chancellor's answer had never been made at all. Although a ceiling has been imposed on the rate payable for smaller bank deposits, it is at the level already ruling for bank deposits in general. The Chancellor must have been aware that a majority of societies, given the acute shortage of funds, would still be compelled to raise their own rates. It may well be that, having sought to reduce the unpopularity of such a move by intervention of a kind, he is not unhappy to see the burden on the building industry lightened through a scarcity of mortgage money and the growth in personal spending curbed by a rise in the cost of mortgage repayments.

So far as monetary policy in general is concerned, it has been widely assumed that the curb on bank deposit rates and the simultaneous publication of a directive about priorities in lending represents a retreat from the new approach of Competition and Credit Control. Whether further recourse is made to direct controls over credit has yet to be seen: but the two steps taken this week are both provided for in the terms of the existing scheme.

Tight money

The only important deduction to be drawn from the latest moves, in short, is a fact already familiar—that the Government is relying on a tight monetary policy to keep economic growth within bounds. Higher interest rates were forced on it in the first place by the weakness of sterling and the level of interest rates abroad; the worsening in the August trade figures announced this week (a visible deficit up from £158m. to £196m.) has only reinforced this motive.

But there are also domestic reasons, as the Bank of England points out in its latest *Bulletin*, for tightening credit and reducing the recent rapid growth of the money supply. Shortages of labour and materials are now widespread, and priority must be given during the months ahead to an increase in capital investment by industry and to a further rise in exports: devaluation has created a strong demand and more capacity is needed to meet it. The Government may be hoping (as the Bank appears to suggest in its *Bulletin*) for a stop by agreement to the international escalation of interest rates, and its whole economic policy must be provisional until the Phase Three negotiations have taken place and their outcome has become apparent. But for the moment its intention remains as before, to maintain economic growth at as fast a rate as capacity permits and to control it by means of monetary policy rather than cuts in public expenditure or increases in taxation. We must hope that the Bank is right and that a high level of interest rates (combined with price restrictions in Phase Three), is unlikely to affect industry's plans for new capital investment.

The housing market may get stickier, and the hotel boom is tailing off. But demand for offices and shops remains strong, and there is no let-up on house renovation. The problem is still men and materials

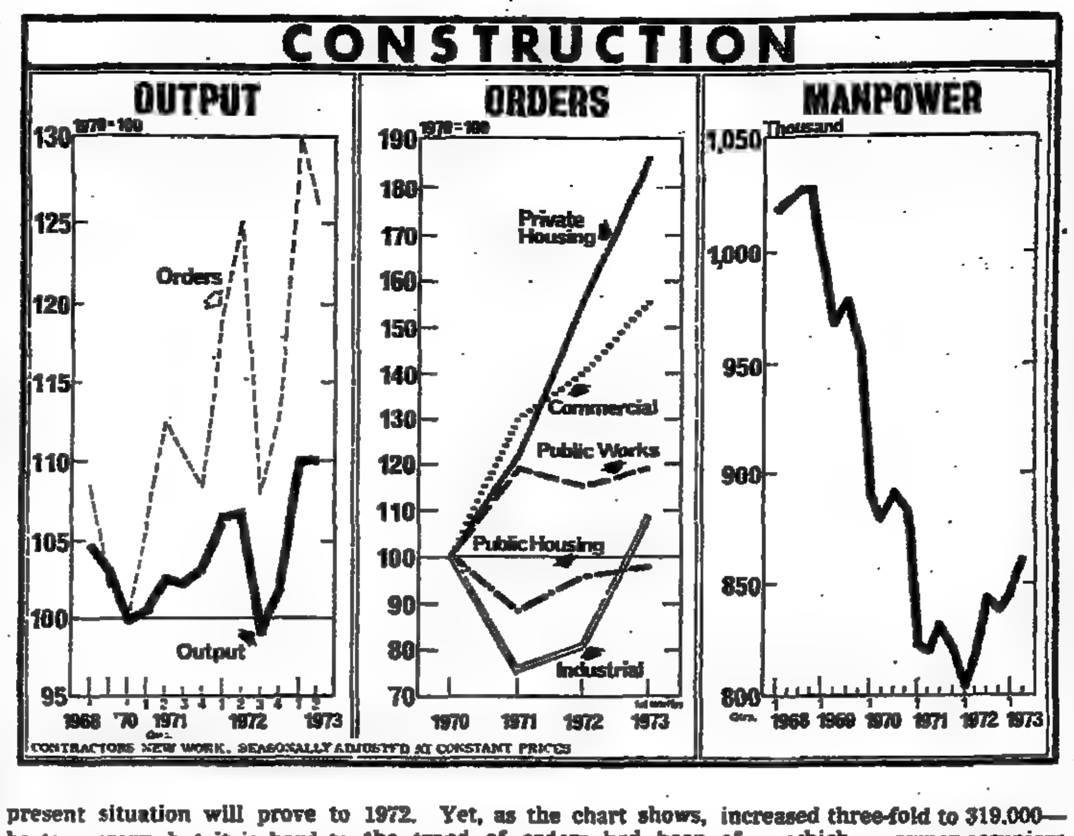
Builders still optimistic despite 11% mortgages

BY COLIN JONES

AN 11 PER CENT. mortgage rate, coupled with the new 9½ per cent. ceiling for interest paid on small bank deposits, should serve the immediate purpose of bolstering up building society funds. But, while home loans may now become somewhat less scarce, their higher cost is bound to add to the stickiness of the housing market.

As it is, there are signs that the market may already have begun to peak out. The number of new building society mortgages has been in decline for about a year. The cost of bridging finance has been rising for 18 months. House prices appear to have stabilised—in some areas and market sectors prices have dropped back from the freak levels of early 1972. The number of new houses for sale on which work started fell in the second quarter of this year, the time-lag between start and completion has begun to lengthen again, and completed or nearly completed houses are taking somewhat longer to sell. With sales going more slowly and interest rates rising, some smaller builders have had to start off-loading holdings of land which they have been financing out of borrowed money.

The pessimists are saying they have seen all this before—the housing cycle is being triggered off again. As in 1969, a mortgage famine is leading to a drop in house-building which, when funds become easier again, will mean another shortage of new homes for sale and another boom in sales. Even now, the construction industry is still suffering from the effects of the last cut-back.



Some easing may help

Thousands of building workers left the industry between the end of 1968 and early 1972, when the total number of operatives employed by contractors fell by a fifth. The shortage of manpower, particularly skilled trades, is now acute. Likewise, the principal cause of the shortages of building materials which now besets the industry—especially in the house-building sector—can be traced back to the plant closures and lay-offs which the materials manufacturers were forced to make during the last recession. Their experience of stop-go cycles has, not unnaturally, coloured their attitude to plant expansion.

Whether the cycle will in fact be triggered off again will depend of course upon how much longer, and further, the upward trend in interest rates continues. It may be that the present situation will prove to be temporary, but it is hard to tell. For, in effect, we are in a new ball game with interest rates tending to be higher and perhaps also more volatile than in the past. Even if the building societies are able to decide in a few months' time that their rates can safely be reduced, one cannot yet be sure how long that easing will last or what damage may have been done to house-building programmes in the meantime.

The house-building sector apart, there are grounds for remaining reasonably optimistic about other kinds of construction work. Credit may be costing a good deal more but it is not subjected to other forms of rationing—or, at least, not in the manner to which contractors and their clients have been accustomed in the past. Even if the rate of house-building drops, there are reasonably buoyant prospects in other sectors. The orders contractors now have on hand represent a substantial head of steam. Indeed, some easing in the total flow of new business might not be wholly bad, if it reduces some of the present signs of over-heating.

By the middle of this summer, for example, orders for new work were running in volume terms at a level almost 30 per cent. higher than three years ago, whereas output was only 8 per cent. higher. Most of that increase has taken place this year. The rise in construction output of new work was only about 1 per cent. in 1971 and, because of the building strike, again only about 1 per cent. in 1972. Yet, as the chart shows, the trend of orders had been almost continuous since 1970.

Apart from private sector housing, the biggest increase has been in orders for new commercial buildings and for public works projects such as roads and schools. In the commercial sector, the stimulus imparted to hotel construction by the special scheme of Government grants is coming to an end, but the demand for offices and shops appears to be as strong as ever. Activity in this sector as a whole looks like rising as fast next year as this.

The public expenditure cuts announced earlier this year will reduce the work-load on public works projects. But the effect is likely to be felt next year rather than this. In the meantime, the demand for industrial building is recovering rapidly.

House renovation

Even in the housing sectors, the portents are not all bad. The number of houses for sale which are in various stages of construction is about a third higher than two years ago. There are signs that the decline in the public sector of housing may have bottomed out. Above all, there is a massive upsurge in house renovation and modernisation.

This has stemmed from the changes made in 1969 to the Government house improvement grant scheme. By last year, the number of approvals had increased three-fold to 319,000—of which owner-occupiers received almost half and local authorities more than a third—and the total value of the grants had risen nine-fold to £277m.

The upsurge in house repair and conversions has increased the pressure on smaller builders and local authority direct labour departments. It has also contributed heavily to the present shortage of manpower and materials. The decline in the industry's labour force may not be as big as the official figures show because of the increased trend towards labour-only sub-contracting—the lump. But trades like carpentry, bricklaying, and plastering are acutely difficult to recruit, and the tightness has been made no easier by the effects of the freeze and Phase Two. It is a lucky contractor that has not lost men to a rival site offering more competitive rates of pay.

Likewise, in materials supplies the acutest shortages are in the house-building sector. Delivery dates for certain types of facing bricks now range up to 16 months and architects are being obliged to nominate alternatives. In the case of plaster—which is said by many builders to be the worst problem—the situation was exacerbated by a strike at British Gypsum earlier this year. The commissioning of a new British Gypsum plant near Hastings this autumn should help, but in the meantime supplies have had to be rationed, "black market" prices of up to five or even eight times the recommended price are being paid, and imports are coming from France.

But building activity has been recovering on the Continent as well. This has made timber scarcer, and made it less easy to supplement home supplies of such items as sanitary ware (now on 9 months' delivery), kitchen fittings, plasterboard, and copper tubing and plumbing pipes. The same factor has added to the difficulties in structural steel, where up to 30 weeks' delivery is now being quoted by some British suppliers.

As usual, the situation looks worse than it is. Many builders and contractors took precautions when supplies began to get tight. The bigger fry put in extra orders direct with the materials producers while smaller builders asked their regular merchants for more or put in duplicate orders elsewhere. So far, there have been no reports of work actually grinding to a halt on sites because of a shortage of certain essential items, but many programmes have had to be re-phased.

Rate of completions

A slackening of housing demand may soften these pressures and thus afford some relief to hard-pressed site managers, but this is little consolation for those who want homes. Given the amount of house-building work in hand in both sectors together, the rate of completions this year is likely to be somewhat better than last year's 319,000. But completions had been falling ever since 1968, when the total was 413,000.

True, these figures need to be qualified. In the first place, the days when the housing shortage was acute and universal have gone. It has given way to a variegated patchwork of localised housing problems. In some areas, the lack of quantity has been made good and the problem now is one of quality. In others—including most but not all of the big cities—the problem is still one of quantity as well as quality. But, because of this change, housing performance can no longer be measured by the sheer number of new houses that are built. It has to be related to need, and that can only be done on a local basis. Even where shortages remain, they can vary in nature.

Secondly, the last few years have seen a shift of emphasis away from slum clearance to a dual approach consisting of renovation as well as clearance. Unfit houses outside clearance areas and others which could soon degenerate into slums c[an] be given an extension [of] life for another 20 or [30] years, or even more. A d[ual] approach both represents [a] more effective use of resour[ces] devoted to housing and haste[ns] the rehabilitation of slum are[as].

The housing condition surv[ey] in 1971 suggested that th[ere] were still some 1.2m. u[nfit] houses in England and Wale[s], that is, houses lacking the ba[sic] amenities or in a state of ma[jor] disrepair. The slum cleara[nce] programme has been proce[eding] at a rate of about 60,[000-] 65,000 houses a year since t[hen] (counting only unfit hous[es]). But another 50,000-55,[000] houses a year have been qual[ify]ing for the standard impr[ove]ment grant which covers [the] installation of basic ameniti[es].

If one also includes [dis]cretionary grants, one see[s a] picture of rising activity [in] housing. In 1969, completion[s of] new houses and approvals [of] grants on old ones added u[p to] a total of 467,000 new [or] reconditioned homes. By [1972] the combined total had r[isen] to 718,000.

On Tyneside, Merseyside, [and] to a certain extent in Gre[ater] Manchester, local author[ities] have gone in for hou[se] renovation in a big way [and] this helps to explain the [decline] in their programmes of [house-]building. But the same is true of every conurbation[:] the decline in local auth[ority] building in the conurbation[s has] hitherto been the biggest w[eakness] in the local authority s[ector].

The reasons for the de[cline] vary enormously. In Lon[don] housing land is becoming [in]creasingly harder to get. I[n the] case of Birmingham, not o[nly is] land scarce, but the mu[nici]pality has also begun to ru[n out] of slums to clear. In these [and] most other areas, the aut[hori]ties complain bitterly of [the] difficulty of getting [builders] to tender. Some[times] this is because the bui[lders] already have enough wor[k on] hand. They—like the [local] authorities — are desper[ately] short of men. They may [not] favour local authority [work] because of the system of price tendering or other co[ntract] policies. Above all, council[s feel] that the system of cost [yard]sticks is still not working though it is now being ope[rated] on a more flexible basis [so as] to take account of local variations.

Local government reorga[nisa]tion may also be having [an] effect. But, whatever [the] cause, the declining mome[ntum] of public sector housing i[n] areas where it can leas[t be] afforded is clearly the [most] urgent task now facing [the] Government's housing poli[cy].

Letters to the Editor

Metrication

Sir,—The shopkeeper of late seems to be a frequent butt for much slanderous and thoughtless criticism. For example the Evening Standard on September 8 last reported TUC delegate, Mrs. Peggy Murphy, as saying that when metrication comes in "Shopkeepers would have a field day." "We want to be converted to metrication, not raped by it." High sounding words indeed.

If Mrs. Murphy had done some less emotive thinking she would have realised that metrication with its finer calibration should be quite economical. She seems to have missed the point that decimalisation reduced the parts of the pound effectively from 240 to 100, whereas with metrication, to give only one example, one yard of 36 parts will become 92 parts. The format of rising costs forced many shops to round off prices upwards; this need not be necessary if metrication is administered only after close consultation with business people.

That our decimalisers had not been able to foresee rising costs is inconceivable. The experience of France should have provided them with all the evidence. Not many years ago when the French put in the decimal point, the centime almost disappeared, with a result that visitors to France know only too well.

It will no doubt be tough on the shopkeepers and stores who will have to cope with the calculations but "field day" shopkeepers who do so little for the economy except supply its milk, meat, bread, clothing and other domestic trivialities, will be able to cope with it.

A little more simple maths and a little more thoughtful consideration for the shopkeepers' position by people of the same opinion as Mrs. Murphy might not be a bad thing.

Alan Hershman,
56 Duke Street,
Grosvenor Square,
London, W.1.

Channel Tunnel

Sir,—When one views a tunnel from the inside it appears to be quite roomy as one cannot see very far ahead.

Let us consider the scale of the Channel Tunnel, say 32 miles long by 30 feet diameter for each section, giving a ratio of length to diameter of about 6,000 to 1.

Take some button thread, which is approximately 0.015 inches diameter. Cut off a length of 90 inches, stretch it out and there you have the tunnel to scale.

Now think about it.

Jos. W. Davison.
2 Ashwood Terrace,
Sunderland, County Durham.

Small businesses

Sir,—The statement in Peter Foster's article (September 10) that "the small businessman finds himself better served financially than at any time in the past" may be correct in terms of the plethora of institutions and types of services. But whether small firms are getting their just desserts is another matter.

The Bolton Report proved that small firms as a whole are net lenders of funds to the banking system, that is, the cash at bank in their balance-sheets exceeds their bank borrowings. Why, therefore, should they be asked to pay higher rates of interest than the giant companies who, in effect, are obtaining cheap credit from small firms through the banking system? There is no proof that large organisations are making better use of this money than small firms would do but we can't blame the banks for taking the easy path of lending large lumps to the secure haven of the giant companies.

However, the faults are not all on one side. Many small firms fail to obtain the money they need and deserve because they don't know how to set out their case properly, or they approach the wrong sources of finance. Many small businessmen would be well advised to seek professional help to present their case and to chose the appropriate institution.

The stumbling block is the high cost of one-to-one contact between the lenders and the small borrowers. Some enterprising city fathers in the U.S. have set up special facilities to bring together groups of interested parties—owner managers, budding entrepreneurs, bank managers, venture capital sources, accountants, solicitors, estate agents, management consultants, educationalists, etc.—thus reducing the costs through group activities. Which British city will be the first to try out this novel concept for breeding small firms?

E. G. Wood.
Sheffield Polytechnic,
Halfords House,
16, Fitzalan Square,
Sheffield.

Prompt repayment

Sir,—Like Mr. Thatcher (September 8) I was concerned about delay in obtaining repayment of National Savings Certificates, so recently I gave them notice exceeding the eight days requested with a clear request to pay only after the maturity date. I received a crossed warrant the day before the maturity date. If the Post Office hold up repayment in some cases, they certainly do not do so for all!

Philip Giles.
43 Polmaise Road, Stirling.

Tax free interest

Sir,—Amid all the panic surrounding the withdrawal of deposits from the building societies one simple method for reversing this trend has been ignored. This is for the Government to allow the interest on a limited amount of building society deposits (say £5,000 per person) to be free of all taxation and not merely free from standard rate of income tax.

This would not be unethical as already the Government allows individuals to have £1,500 in National Savings Certificates and £2,000 in Premium Bonds, the growth or winnings of which is completely free of all tax. Nor would the Exchequer lose much, because a good deal of the money coming out of building societies is currently going into guaranteed growth bonds or tax havens.

If this exemption were implemented, then I feel sure that most professional investment advisers would, with a good conscience, start advising their high tax-paying clients to put at least the threshold amount back into the building societies.

Graham A. Newman.
37, Greville Hall,
Greville Place,
London, NW6.

Business studies

Sir,—I read with interest the letter from Tom Pointon, chairman of the British Business Graduates Society, arguing on behalf of the business studies section of the graduate population. It came as a surprise to learn that such an organisation exists. I have a degree in that very subject but I have never heard of either the society or Mr. Pointon.

If regular readers of these columns can cast their minds back about 12-15 months, they would recall the quite extensive correspondence concerning the business graduate's inability to set himself apart from the "milk round" of un-businesslike arts and science graduates. It appears that the problem still exists but the current crops of business studies graduates are having greater success in obtaining suitable employment than other graduates.

It may be of interest to know that many business studies graduates who have taken financial topic options are sitting for the ACCA professional examinations, as the areas covered by the two sets of examinations are very similar. The result of this should be a crop of professionally and academically well qualified men and women, well versed in theory combined with several years of relevant practical experience. I wonder what reasons management will put forward for not employing them.

Andrew Robertson.
55, Durlston Road, London, E.5.

Too many branches

Sir,—I read Frank Thomas's letter (September 12) with interest and agree with what he says. I would, however, go further and suggest that a great deal could be done by the building societies towards the provision of home loans if they ceased their peevish complaints about competition from the clearing banks. It might be better if they were to emulate the banks and indulge in some mergers and rationalisation. To my knowledge in the county towns of Somerset there are 11 building society branches to serve the public. Surely an uneconomical extravagance.

One other aspect of our current financial problems which intrigues me is the repeated assertion that it is necessary to increase base rates to the present historical high level to prevent arbitrage by blue-chip borrowers, so hitting every small borrower. Why cannot the formula to blue-chip borrowers be raised to, say, a minimum of 3 per cent. above the base rate?

R. D. Bristow.
Combe Farm,
Langport, Somerset.

Motorway limits

Sir,—Mr. F. G. West-Oram's letter on the 70 m.p.h. speed limit (September 11) is most interesting in that it illustrates the woolly thinking that surrounds this subject.

Surely if after several years of the 70 mph limit, road casualties are still high, and driving standards still bad, does it not indicate that this particular measure has failed?

Mr. West-Oram's mind seems to work as follows:—

(i) If casualties fall then the 70 limit is successful so it must be retained.

(ii) If casualties remain level then the 70 limit is preventing an increase and therefore must be retained.

(iii) If casualties rise, even if the 70 limit is the cause, it is unthinkable to remove it.

He is in good company; Mr. Peyton says words to this effect whenever the subject is raised. Perhaps someone would tell us under what conditions the speed limit might be removed?

D. A. Lawrence,
Hambleden Place,
Henley-on-Thames, Oxon.

Secondary banks

Sir,—The article on "Secondary Banks" in the U.K. Banking Survey (Sept. 10) referred to our subsidiary Old Broad Street Securities and to "Barclays . . . holding in UDT."

In fact, the sale of Barclays holding in UDT was announced on September 13 last year.

The Barclays' holding, representing 28.33 per cent. of UDT's issued ordinary capital, was sold as to 12,960,000 units to the Prudential Assurance Company and as to 2,400,000 units to the Eagle Star Group. The effect was to increase the holding of the Prudential in the UDT Group to 28 per cent. and of Eagle Star to just over 10 per cent. of our issued ordinary capital.

Peter Money,
United Dominions Trust,
51, Eastcheap, London, E.C.3.

Retirement pensions

Sir,—When I collected my pension book from our local Post Office yesterday, I noted, to my great satisfaction, that as a widower I am to receive an additional £1 per week in my State retirement pension, which served as a reminder that Conservative Governments have done far more for me in relation to inflation than any Socialist Government.

For this reason I found particularly nauseating that part of the speech of Mr. Jack Jones to the Trade Union Congress in which he hastily jumped on the band-wagon of the plight of pensioners in relation to the inflationary problem, which has resulted in no small degree from the continual claims for increased wages made by organised labour. I was entirely unimpressed by his crocodile tears in view of the express and implied threats of other speakers at the Congress that there will be attempts to create a greater wages explosion, which will make persons like myself even worse off.

S. McCombie,
Festina Lente,
Back Road, Middleton,
Saxmundham, Suffolk.

Racing invests in the racegoer

BY MICHAEL THOMPSON-NOEL

THE BOVVER BOYS on the terraces still seem determined to knock the stuffing out of Football League attendances. In contrast, and almost alone among the big spectator sports, horse racing is at present winning back the crowds. Whether it can retain them is another thing, but the signs look promising.

Brigadier Sam Waller, director of the Racecourse Association, says that horse race attendances for the first half of this year were 228,725 (11.9 per cent.) up on 1972. Spectacularly good increases were shown in the months of February, March and May — the winter was a mild one and fewer meetings were abandoned—and there were other good increases in January, June and August.

Admission

In money terms, says Brigadier Waller, these figures probably represent an extra income of about £200,000 for the racecourses which in the past decade have watched attendances decline from 5m. annually to just over 4m. and which have often had to struggle for solvency. The average daily public attendance at race meetings to July 31 was 5,155—not a huge total but the best for four years.

The three big factors behind racing's current revival are reckoned to be the weather (invariably all-important); the Horserace Betting Levy Board's scheme for subsidising racecourse admission prices, which has helped keep the cost of a day's racing competitively low; and the proliferation of racecourse betting shops. Most people who go racing prefer to bet with the Tote or the racecourse bookies, but it has recently been discovered that there is a curiously large demand for on-course betting shops. (A bit like running a whelk stall in an oyster bar, but there we are.)

Certainly there have been no equine stars to help draw the crowds this summer — no Nijinskys or Mill Reefs. The best racehorse seen on a British track so far this year is a filly named Dahlia, and she's trained in France; while the field for to-day's St. Leger at Doncaster, the last of the season's classics, is considered woefully low-grade.

Still, the crowds are coming back, and a taste of what racing in the Seventies ought really to be like will be provided at the Royal reopening of Sandown Park racecourse next Saturday when United Racecourses, a Levy Board subsidiary, shows off its new £2½m. grandstand.

Built in less than a year on a fixed-price contract, the Sandown stand is the best in the world at the price. Quite apart from its architectural merits, and judged simply as a building from which to watch a horse race in style and comfort, it is a big success. "If people don't come racing at Sandown," says Sir Stanley Raymond, chairman of the Levy Board, "they won't go anywhere." He is undeniably right.

A trial spin in front of the new Sandown Park grandstand. It opens for racing next Saturday.

Holds 7,000

The new Sandown stand is 500 feet long and 170 feet deep and offers cover for 7,000 racegoers, of whom 1,700 can be seated. At the back, a wide curving terrace overlooks the re-sited paddock; in front there is a totally uninterrupted view of the entire racecourse. There will be 25 days' racing at Sandown next year, and for the first time prize money exceeds £300,000.

The biggest breakthrough achieved with the new stand is the reduction in the number of spectator enclosures from three to two. The old Silver Ring—the equivalent of the cinema's three-and-ninepennies — has been bulldozed away. Instead, and more democratically, admission will now be either to the Members' Enclosure (at £3 daily) or to the Grandstand Enclosure (£1 daily).

In fact, the common touch may have been taken a little too far. There are only 16 private boxes in the new stand, compared with 192 at Epsom (another Leby Board racecourse) and 280 at Ascot, which can be rented at anything from £360 to £630 a year. Epsom's boxes bring in around £50,000 a year in rentals. Most of the Ascot and Epsom boxes are booked by companies for business entertaining, and Sandown's decision to instal only 16 will probably be regretted.

Inside, the grandstand is fitted out with restaurants and bars, lifts and betting halls and there are full facilities for using the building on non-race days for conferences, banquets and exhibitions.

Where did the money come from? A good question, because although most racecourses in Britain are currently making profits, none of them are showing anything but a tiny return on their huge capital values, and nor are they expected to. The best they hope for is to stay in business and make enough of a profit to keep up with repairs and inflation.

Sandown, together with Epsom and Kempton Park racecourses, is "nationalised." Sir Stanley said this week: "We must expect the assets of the sport more and more to provide at least part of the capital required for improvements.

Improving

"The Horserace Betting Levy Board has shown an example in this case by looking at the assets that it controls as a whole, so that developments in one place can help the requirements of racing in another.

"We have recently obtained planning permission to develop an area of land at Kempton Park not required for racing. This development will consist of an hotel/motel/leisure complex. The money that we obtain from this will make a substantial contribution to the cost of Sandown, and so the value of surplus assets within the sport will be used to improve the sport."

At last night's St. Leger dinner in Doncaster, Sir Stanley added that a review of the requirements of the sport over the next 10 years was now under way. "We must also assess the role of 63 racecourses against the motorway system of the 1980s. This is a good time for stocktaking, when practically every racecourse has been brought back to viability and there is so much agreement on the need for a modern redefinition of the sport."

Of course, not all racecourses are "nationalised"; nor are they all as glisteningly modern as Sandown or Ascot. (Epsom, for that matter, is decidedly ramshackle, and so is Cheltenham.) Many racecourses in Britain are having to struggle and a few, such as Aintree, remain vulnerable to sale or development.

Recently there have been suggestions that a would-be-buyer is beginning to look covetously at Newcastle's racecourse, the 900-acre Gosforth Park, which is owned by a small public company. Last year, profits at Gosforth Park fell by £4,500 to £16,500.

The directors have now commissioned a report on the course's potential from a firm of leisure consultants, and say that racing is certain to continue. But in racing nothing is certain. Scottish and Newcastle Breweries owns around 11 per cent. of the 90,960 shares. Over the past 12 months the share price has more than doubled from 225p to 570p.

Eventually, several of Britain's 63 racecourses will be forced to close down. In the meantime, most are making small profits, which they are ploughing back into improved facilities. Last year the Wolverhampton Racecourse Company made a profit of £23,269, of which just £3,480 came from racing. The bulk, £12,871, came from investment income and profits on the sale of investments. But clearing up a backlog of repairs deferred from previous years soaked up £11,546, leaving Wolverhampton, after tax, with £11,303.

Four years ago, 32 British racecourses were in the red. Yet slowly they recovered, thanks to Levy Board help. By 1969 the industry's aggregate profitability was just £7,400. In 1970 only 13 ran at a loss and by 1971 only four were showing a loss and the aggregate profit was almost £500,000. Last year, says the Racecourse Association, that figure fell back to around £300,000 largely because cost inflation was not offset by price increases.

Gate money apart, most racecourse revenue is currently derived from Levy Board help and from the fees received for television rights (approximately £500,000, to which must be added another £1m. or so in sponsored prizemoney, which is directly tied to TV coverage), and betting shop commentaries (£780,000).

Grandstands

But if the industry is to afford more new grandstands of the calibre of Sandown's, it must continue its fight to win back the crowds. Some racecourses are still squalidly uncomfortable: others—such as Ascot—contrive to give the impression that they don't much care if you go racing or not.

Luckily, things are improving. Goodwood, for example, recently polled its customers about what they looked for in a day's racing and offered two free grandstand tickets to the 50 people sending in the most "interesting and constructive suggestions." In my view there are several factors which make a racecourse viable, of which the three most obvious are ease of access, the standard of racing and the price of admission. But the most vital is probably catering. "Glossy grandstands and cantilevered concrete are all very well," I was told this week. "But Sandown will be judged on its food."

Labour News

Engineers table '£800m.' demands

BY ROY ROGERS, LABOUR CORRESPONDENT

THE BIGGEST potential challenge to the Government's wages policy got under way yesterday when engineering unions tabled demands for improved pay and conditions which employers claim would add almost 45 per cent. to the industry's wages bill.

After hearing the union's submission Engineering Employers' Federation leaders described as "quite unrealistic" the package of demands which they costed at nearly £800m. a year.

Led by Mr. Hugh Scanlon, Amalgamated Union of Engineering Workers president, the Confederation of Shipbuilding and Engineering Unions leaders tabled their four main demands —a £35 a week minimum rate for craftsmen, a five-hour reduction in the 40-hour week, equal pay for women and an extra nine days annual holiday, all retrospective to August 25.

Other demands, including improved lay-off pay, sickness schemes, pension entitlements and holiday pay were left to a later date.

Prices case

"Fantastic price increases, profits of historic proportions and a complete eroding of the real value of wages" were the cornerstones of the unions' case for an agreement which, Mr. Scanlon said, he hoped would be freely negotiated without any outside interference.

The unions were seeking a speedy reply, said Mr. Scanlon, pointing out that in the light of the industry's ability to pay, the unions could not accept or tolerate the present position.

Some 600 engineers from various parts of the country took part in a peaceful lobby of yesterday's talks and were later given a report on the meeting by Mr. Scanlon.

A meeting of the EEF management committee has been arranged for next week to consider the demands package which will then be reported back to the 5,000-member companies to gauge their reaction.

Despite a Confederation conference decision taken in June urging industrial action if there was no satisfactory offer inside one month, no warning of possible action was included in the union's submission yesterday.

Six weeks

It will be at least six weeks before the EEF's process of consultation is complete. By that time the Government should have given some indication of its plans for Phase Three of its wages policy.

The industry's current agreement expired on August 25 with a £3-a-week increase on the craftsmen's minimum rate taking it to £25 a week. Few of the 2.5m engineers would have benefited from that or from the corresponding rise in the labourers' rate because they were already above the new minimum rates.

According to union estimates only about 1 per cent. of craftsmen stand to receive the full £10 claimed as average craft earnings for 40 hours stood at £35 even before the last increases.

More unskilled workers were below the new minimum levels being demanded however and Mr. Scanlon estimated that probably 40 per cent. of the industry would gain something if the new rates were adopted.

Equal pay

More costly than the proposed new minimum rates are the demands for equal pay for women, the additional holidays and especially the demand for a five-hour reduction in the working week with no loss of pay.

BL pay deal wins limited Pay Board approval

BY ROY ROGERS, LABOUR CORRESPONDENT

A BRITISH LEYLAND £4 a week pay deal for 9,000 non-production workers at the Austin-Morris plant at Longbridge, Birmingham, has been allowed by the Pay Board provided part of the increase is withheld from May until November 1.

This means that, subject to approval by the unions, BL has been successful in winning increases of £1.59 a week for these workers over and above a direct application of the Government £1-plus-4 per cent. limit.

The original proposals were for rises of around £4 a week for the 9,000 non-production workers. These were calculated by applying the £1-plus-4-per-cent. formula to the wages bill for the whole 18,000-strong Longbridge manual workforce and then allotting it all to the non-production workers after deducting increases due to the 9,000 production workers in November as part of a long term deal.

After almost two months of negotiations with BL, the Pay Board has decided that increases of £2.43 a week (£1 plus 4 per cent.) can be paid, retrospective to May, but that the remaining £1.59 cannot be paid before November—the anniversary of the production workers' first payment.

The proposed deal brought all Longbridge non-production workers together in one agreement for the first time and opens the way for possible plant-wide negotiations when both the production and non-production workers' agreements expire next May.

The management hopes to meet the unions next week to discuss the Pay Board decision.

● A pay deal within the £1 plus 4 per cent. limits and payable from April 1, 1973, has been accepted by 2,300 hourly-paid workers at the BL Albion truck plant in Glasgow. Details of the deal, which replaces individual incentive agreements with large-group bonuses, are not being released as yet.

● As reported in the Financial Times yesterday, the National Federation of Building Trades Employers has been given 14 days notice of the Pay Board intention to issue an order blocking 20p a week increases due to 800,000 building workers under a threshold agreement. The period expires on September 28.

More Labour News Page 20

Advisers called in by riot mine owners

BY BRIDGET BLOOM, AFRICA CORRESPONDENT

ANGLO AMERICAN, the South African conglomerate which owns the mine at which 11 Africans were killed earlier this week, is to appoint an independent panel of black and white advisers to advise the group on ways of improving communications between management and employees.

Mr. Harry Oppenheimer, the Anglo American chairman, said yesterday that he and his colleagues were "deeply distressed by the tragedy at Western Deep Levels," the gold mine 40 miles from Johannesburg where police were called in by the management to quell rioting miners.

Anglo American would "wholeheartedly support" a decision by the South African Government to institute a judicial inquiry into the affair. A complete and thorough inquiry by Anglo American had already begun, said Mr. Oppenheimer.

In a 500-word statement, Mr. Oppenheimer omitted any detailed comment on the shootings and the events which led up to them.

Admitting that labour relations left something to be desired—hence the appointment of the expert panel—the Anglo American chairman repeated that the Group's policy was to introduce "a proper hierarchy of jobs objectively evaluated and paid." The ultimate goal was a uniform wage scale not related to colour or race but to responsibility and skill.

In an apparent reference to the fact that the trouble at Western Deep Levels began with a dispute over wage differentials between Africans in different job categories, Mr. Oppenheimer said that it was "necessary to distinguish between the grievances of one group of employees at one shaft of an individual mine" and the overall policy of the Group. This aimed to improve wage and labour conditions.

Although saddened by the recent events, "we are not discouraged, nor shall we relax our efforts to raise the living standards of all who work for us."

Mr. J. W. Shilling, chairman of Western Deep Levels, said the corporation had been advised that mine employees killed or injured while participating in riots were not covered by the Workmen's Compensation Act. The Corporation had decided to set up a fund from which benefits would be provided for the dependants of those killed and for those injured in the riots.

Tense relations

The police shootings threaten a serious deterioration in the already tense relations between South Africa and the former British protectorates of Lesotho and Botswana. The South African mines depend heavily on labour from the two states nearly 200,000 Africans from both countries work in the South African minefields and among the 12 dead were five Lesothans and two Botswana.

The Lesotho Government said yesterday that it had decided to stop recruitment for Western Deep, while Mr. Peete, the Foreign Minister, told Parliament in Maseru that he was dismayed not to have received official information on the shootings from South Africa. The Botswana Government is also reported to be seeking an explanation of the shootings.

Eight Africans who appeared in court at Carletonville, South Africa, in connection with the riot at Western Deep Levels have been remanded in custody until the end of the month. The eight were accused of public violence. No evidence was presented and they were not asked to plead.

NATO doubts on U.S. troop cuts plan

BY LORELIES OLSLAGER BRUSSELS, Sept. 14.

THE NATO countries, without France, are nearing agreement on proposing an initial 15 per cent. cut in U.S. and Soviet troops in Central Europe when East-West talks on force reductions in the area start in Vienna on October 31.

However, they have not yet accepted a U.S. idea that the Western nations taking part in the talks should immediately call for an eventual reduction of NATO and Warsaw Pact forces to 700,000 men on each side.

The Western negotiating position, as it is shaping up at NATO, is that the first phase of the talks should deal with U.S. and Soviet troops only, largely in order to appease U.S. Congressional opinion.

Withdrawal by each side of 15 per cent. of its troops would mean about 30,000 men for the U.S. and some 65,000 for the Soviet Union. In addition the West, and particularly the European countries, want to see some reduction in Soviet armaments in Central Europe, especially the tank force.

In return for this, the West may eventually be willing to discuss possible reductions in its tactical nuclear weapons, although the initial bargaining position is expected to be that these should not be included in the first phase.

Phase One, in the Western view, should also lead to a number of arrangements to make sure that neither side circumvents a possible agreement. But the NATO position as to what exactly these measures should be has not been worked out.

The second phase would deal with reductions in overall troop levels. The NATO goal for this phase is "parity" with the Warsaw Pact, which would involve a proportionally much larger cut in the latter's forces. NATO has some 780,000 men in Central Europe, compared with the Warsaw Pact's 900,000.

If the U.S. target of 700,000 men on each side is accepted, this would mean an overall reduction of 10 per cent. for NATO and 20 per cent. for the Warsaw Pact.

What worries many European nations is a belief that the U.S., for domestic political reasons, is much too keen on numbers and not thinking sufficiently of major units of equipment and fighting strength. Other nations want a much more refined negotiating stance.

BULK CARRIER FOR KING LINE

King William, an 80,000 deadweight tons bulk carrier for King Line, part of the British and Commonwealth Shipping group, is to be launched to-day from the Sestao yard of Astilleros Espanoles, Bilbao, Spain.

A sister ship, the King George, is also being built for the line by the yard and will be delivered next year.

Wage award raised ILEA costs

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

THE INNER London Education Authority's spending last year exceeded its estimates by nearly £13.7m. Pay increases played a large part in raising expenditure to a total of £207.89m., compared with an estimated £194.21m.

The Authority has been able to throw into the breach its 1972-73 contingency reserve against inflation of £12m. as well as other supplementary funds of roughly £750,000.

The ILEA is left with a net overspending figure of about £920,000, which has been written off against the balance on its revenue account.

Earlier this year the Authority raised its rate—which is "precepted" on the Greater London Council—by about 44 per cent. to 15p in the £1.

COMPANY NEWS + COMMENT

Lex Service first half expansion

FIRST-HALF 1973 turnover of Lex Service Group expanded from £68.38m. to £81.53m., and pre-tax profit from £3.6m. to £4.17m. The figures for the year 1972 were £131.73m. and £7.35m. respectively.

The directors announce that they intend to accept the Legal and General Assurance bid for the Lex holding of 15.54 per cent. of the shares in Cavendish Land. This would realise about £7.1m. and would show a profit of £3.4m. which, in view of capital losses brought forward, would not be subject to capital gains tax.

An interim dividend of 1.3125p net per 25p share, equal to last year's 1.875p gross, is declared. The 1972 gross total was 3.295p.

First-half earnings per share are shown at basic 4.89p (5.21p) and diluted 4.77p (5.01p). On a strictly comparable basis of 40 per cent. tax opposed to a 47.5 per cent. charge, the composite rate applicable to this year, diluted earnings are 5.52p (5.01p).

	Six months 1973 £000	Six months 1972 £000	Year 1972 £000
Turnover	81,534	68,375	131,729
Trading profit	4,915	3,795	8,006
Assoc. companies	26	67	53
Interest charges	775	261	707
Profit before tax	4,166	3,604	7,352
Taxation	2,108	1,441	2,775
Net profit	2,058	2,163	4,577
Minority interests	1	4	6
Attributable	2,057	2,159	4,571
Pref. dividend	23	33	66
Ordinary	546	773	1,156
Forward	8,423	4,969	6,036

The half-year results include contributions from Wilkinson Transport Group, Townsend Carriers (from February), the Lex-JCB distributorships, the Whitehall Club in Chicago, the Royal Orleans Hotel and the Whitehall Hotel, Houston (the latter two from June, 1973).

Results also include an operating loss in respect to the Heathrow Hotel which is not yet fully operational—the loss covers the period June 12 to June 30. Revenue expenditure incurred prior to June 12 with that incurred after that date, in respect of that part of the hotel not yet opened will be amortised over a 10-year period.

Excluding those contributions and their associated interest costs, and those from the Conduit Bureau divestments, completed in October, 1972, the pre-tax profit shows an increase of 19.4 per cent., the directors say.

This year the company entered a period of development and long-term investment, says the chairman, Mr. T. E. Chinn. Both the transport and plant distribution group have considerable potential for increased earnings.

Progress is being made with plans for expansion overseas outside of the hotel industry, particularly in the passenger car distribution and transport businesses in Europe.

Mr. Chinn says it is rather difficult to give some guidance about prospects for the second half.

The passenger car industry, having opened the year with four excellent months, experienced a disappointing May and June, although national new car registrations for August were again very high.

The current high interest rates will also have an effect on second half profits with current borrowings at a very high level. This would in part be mitigated as a result of the realisation of the investment in Cavendish Land.

In addition losses will be incurred at Heathrow hotel for the full six months in respect of those parts in use and these will make full impact during the final quarter when the hotel is expected to be fully operational.

It is not easy to gauge the short term effects of the problems and the directors feel that it is correct to point them out.

At a Press conference yesterday Mr. Chinn said he was optimistic for Volvo and he hoped to obtain and sell 26,000 next year, against 24,000 this year, compared with 21,129 in 1971.

Turning to hotels he said the company was spending £1m. on improvements to the Carlton Tower. "It may be some time before the hotel activity is able to make a major contribution," but he expected the Carlton Tower next year to be back to the 1972 £800,000 profit.

In his interim report Mr. Chinn stresses that an increasing proportion of turnover and profit is to-day connected with the economic cycle of industrial activity rather than with consumer durable sales. The industrial marketing activities covering interests in commercial vehicle distribution, plant hire and distribution, and in transport services, stand to benefit from the continuation of the boom in industrial investment which is forecast.

Mr. C. Singer, who was due to retire in October, has agreed to continue as joint managing director.

See Lex

INDEX TO COMPANY HIGHLIGHTS

Crossley Building growth

WITH TURNOVER up £1.16m. to £6.49m. taxable profit of Crossley Building Products jumped from £509,182 to £764,482 in the half year ended June 30, 1973. Stated earnings climbed from 4.84p to 7.70p per 25p share.

And an interim dividend equal to 9.14 per cent. gross—1.60p net is declared. In 1972 an interim equal to 8.33 per cent. was followed by a final of 13.68 per cent. paid from total profit of £1,171,071.

	Half-year 1973 £	1972 £
Turnover	6,496,000	5,330,000
Profit	764,482	509,182
Taxation	365,188	204,191
Net attributable	399,294	304,796
Dividend	1,785	2,550
Ordinary dividend	83,841	107,868

● comment

As yet Crossley Building has seen no restriction on its growth rate from the recent levelling out of the housing boom, and a 31 per cent. jump in first-half profits on a 22 per cent. rise in sales reflects this. It seems inevitable, however, that the second six months will see some reduction in profit margins, and though demand from industrial builders looks like remaining at a high level for some time, sales to housebuilders could soon be affected by increased mortgage rates. This may mean at best a static second half profit of around £1.4m. and for the current year which accounts for the fairly cautious prospective net p/e of 7.8 at 106p.

Costs hold back Avana progress

SIR JULIAN HODGE, chairman of Avana Group, the Cardiff-based cake manufacturers, bakers and confectioners, referred at yesterday's annual meeting to the effect of rising raw material prices and price controls.

"Since I wrote the chairman's statement, the position has become much more acute. Raw material costs have increased much more rapidly than we could possibly have foreseen and in many respects we have not been able to pass on these increased costs as we would have done normally," he said.

The time lag problem had become aggravated by the escalation of the cost of raw materials which go into the wide range of products.

Sir Julian warned that results for the first half of this new accounting period were unlikely to show the progress "we had every reason to believe we would achieve, and for which we had budgeted."

However, he added "if we can restore our margins and enjoy some slowing down in the rising costs of raw materials, I am reasonably confident that the outcome for the full financial year will not be disappointing. But as I speak to-day, the outlook in common with other organisations in the manufacturing side of the food industry is unsafe and uncertain."

On the credit side total sales were running currently at about 9 per cent. above last year and the factories and plants are in first-class order.

Mentmore ahead at half way

For the half year to June 30, 1973, Mentmore Manufacturing Company, makers of writing instruments and plastic mouldings, reports profit up from £182,211 to £204,623 before tax of £70,143 against £63,737.

An interim dividend equal to 4.725 per cent. gross—3.3075 per cent. net—is declared. In 1972 an interim of 4.5 per cent. was followed by a 14.586 per cent. final paid from profit of £607,748.

● comment

Mentmore Manufacturing's advance reflects continued buoyancy in demand both at home and abroad. The additional 20 per cent. capacity brought in last year is nearly filled and the only inhibiting factor here is labour shortage. The new products released have been selling very well and prospects for the second half look bright. So at 22p the net p/e of 14 on past 12 months' earnings is a reasonable valuation.

Lyle aims for over £972,000

PROFITS in excess of £972,000 are indicated by the directors of Lyle Shipping for 1973, which would compare with £674,200 reported for last year.

Mainly reflecting higher freight rates, first half profits have expanded from £163,000 to £436,000.

The second half is progressing satisfactorily and results should show an improvement on those of the first six months, they report.

The interim dividend is 1.5p net per 25p share—equal to 2.14p gross against 2p. The 1972 total was 4.725p.

The half-year profit was struck after depreciation £255,000 (£228,000), and is subject to minorities £5,000 (£2,000). There is no tax charge.

	First half 1973 £000	1972 £000
Profits before tax:—		
Shipping	427	121
Investments income	1	10
Engineering	43	13
Insurance broking	10	13
Shipbroking	31	7
North Sea Services	*15	—
Total†	486	169
Minorities	5	2
Attributable‡	481	161

* Loss. ‡ Due to unused capital allowances carried forward from previous years no tax will be payable on profits. † After depreciation £255,000 (£228,000).

The directors explain that but for machinery troubles the results would have been considerably better.

The re-engining programme is proceeding and two of the three ships affected will be re-engined in the second half. After the third ship is re-engined in early 1974 their performance will be greatly improved.

An agreement has been reached to sell M. V. Cape Clear in October for a sum considerably in excess of its original cost. As a result no depreciation has been charged for this ship in 1973.

The company has concluded negotiations and placed an order with Govan Shipbuilders for two 26,000 tonnes bulk-carriers to be delivered in 1975. These are replacements of the ones ordered originally from Upper Clyde Shipbuilders and will therefore be eligible for investment grants.

Members are told that profits of other activities have also improved, in particular those of Lyle Barclay and the associated shipbroking company John Kilgour. Seaforth Maritime only began trading in the spring of this year and its Board believes that it will at least break even in the second half.

See Lex

Upturn for Beaver Group

On sales up from £1,879,624 to £2,214,241, pre-tax profit of the Beaver Group, Buckingham-based paint and varnish makers, improved from £86,028 to £101,057 in the half-year to June 30, 1973. The figures exclude those of Thos. Hinshelwood and Co., which was acquired in December, 1972.

A net interim dividend of 3.5 per cent., keeps the gross equivalent payment at 5 per cent. Last year's gross total was 10 per cent., paid on a record pre-tax profit of £216,904 for the year 1972.

Chairman Mr. J. P. F. Reeve says the results are very much in line with the projected three-plan announced at the annual meeting in July.

"Substantial" costs were incurred due to rationalisation of the Scottish companies, a major building and capital spending programme on the Buckingham site, and the initial costs of absorbing additional volume business.

The directors expect some of these special costs to continue during the second half—benefits of the programme will begin to materialise in 1974, Mr. Reeve adds.

Bearing in mind the unusual factors, combined with historically high interest rates and unprecedented commodity prices, he says the Board regards the half-year's profit as satisfactory.

Freddie Mansfield

Mr. Tom Whyte, chairman of Triumph Investment Trust, speaking at yesterday's annual meeting, when he told shareholders the company "has never been in better shape."

DIVIDENDS ANNOUNCED

		Current payment %	Date of payment	Corresponding div. %	Total for year %	Total last year %
Albany Invest.	int.	0.45(r)†	Oct. 30	0.40*	—	1.13*
Apex Properties		21.41(a)	Oct. 23	16	21.41	16
Australian & Intnl.	int.	2.21†(q)	Oct. 25	1.75	2.21	1.75
Beaver Group	int.	3½§	Dec. 14	5	—	10
Bracken		20†(p)	Nov. 9	14	31	25
Crossley Building	int.	9.14(m)	Jan. 3	8.33*	—	17.48*
Family Invest.	int.	1.4(e)†	Nov. 2	—	—(f)	—
Independent Nwspprs.	int.	11	—	8	—	26
Jos Holdings		1.43†(s)	Oct. 23	1.38	2.05	2
Kinross		30†(p)	Nov. 9	21	46	30
Leslie Gold		3†(p)	Nov. 9	8	9(o)	14
Lex Service Group	int.	1.31†‡	Jan.	1.87	—	3.295
Lookers	int.	4.29(c)	Oct. 31	—	—	—
Lyle Shipping	int.	2.14†(g)	Nov. 9	2	—	4.73
Mentmore	int.	4.73(j)	Jan. 2	4.5	—	19.08
Northern & Transatlantic Trust		5.6§	—	8	15½	15½
Pearson Longman	int.	2†(h)	Jan. 4	1.875	—	5.775
St. Helena Gold		83†(p)	Nov. 9	50	130	90
Thomas Walker		0.47†(n)	—	0.38	0.64	0.54
Throgmorton Secd.		5½(d)	Nov. 9	5	8½	8½
Tor Trusts		11(b)	—	10	19½	18½
Wadkin		5(k)	Jan. 7	4.5	—	11.5
Winkelhaak		30†(p)	Nov. 9	16	48	26

* Equivalent after allowing for scrip issue. † Pence per share. ‡ On capital increased by rights and/or acquisition issues. § Net equal to last year's gross. (a) Gross of 14.986 per cent. (b) Gross of 7.7 per cent. (c) Corrected. Gross of 0.75p, as forecast in June prospectus —11.43 per cent. gross total (2p net) was indicated. (d) Gross of 3.675 per cent. (e) Gross of 0.98p. (f) Total of 2.8p gross indicated. At least 2.5 forecast in January Offer-for-Sale. (g) Gross of 1.5p. (h) Gross of 1.4p. (j) Gross of 3.3075 per cent. (k) Gross of 3.5 per cent. (m) Gross of 1.60p. (n) Net. (o) Plus 10 cents capital repayment. (p) South African currency. (q) Gross of 1.55p. (r) Gross of 0.315p. (s) Gross of 1p.

Derritron turns in £118,364

INCLUDING £97,985 in respect of Technical Indexes for 11 months, group pre-tax profits of Derritron, makers of electrical equipment, emerge at £118,364 for the year ended April 30, 1973, compared with £11,878 for 1971-72.

After tax and extraordinary debits of £15,706 (£10,150)—comprising adjustment arising on assignment of lease £5,768; additional provision for deferred tax arising from change in rate £4,450; and interest arising on acquisition of a subsidiary £5,490 —there is a net balance of £54,049 (£1,389).

Earnings per 10p share amount to 0.68p (loss 0.47p)—no account has been taken of the shares issued in connection with the purchase of Hanbush as its results have not been consolidated.

There is again no Ordinary dividend. The last payment was 10 per cent. in respect of 1969-70.

	1972-73 £	1971-72 £
Turnover	1,161,245	908,553
Group profit	118,364	11,878
Taxation	48,607	339
Net profit	69,757	11,539
Extraordinary debits	15,708	10,150
Net balance	54,049	1,389

Alcan U.K. sees near break-even

WITH turnover up by 30 per cent. to £63.8m., first half trading profit of Alcan Aluminium (U.K.) shows a "significant" improvement from £760,000 to £3,675,000.

A net attributable loss for the period of £120,000 (£976,000) reflects a substantial increase of £939,000 to £3,782,000 in interest charges largely due to higher rates.

Mr. S. E. Clotworthy, chairman, says the higher economic growth rate, coupled with a world-wide increase in demand, has permitted the U.K. aluminium industry to experience a better first half improvement than was predicted at the end of 1972.

In the last report a loss for 1973 was forecast, but it is expected now that the result for the year will be close to break-even. However, the aluminium industry is subject to the fluctuations inherent in capital intensive industry, and is dependent for growth on the national economy, the chairman stresses.

In the U.K. the effect of anti-inflation legislation has been harsh, in that the company has been prevented from increasing prices to match those obtaining in Europe despite inadequate margins. With substantial borrowings exposed to interest rate fluctuations, the Government's monetary policy has had, and is likely to continue to have, an adverse effect on results, Mr. Clotworthy says.

	Six months 1973 £000	Six months 1972 £000	Year 1972 £000
Sales	63,857	48,028	101,463
Trading profit	§3,675	760	2,910
Capital gains	283	—	—
Exchange loss	143	*102	*191
Other income	132	55	164
Interest charges	3,782	2,943	6,201
Profit	166	†1,926	†2,996
Current year tax	86	‡797	‡754
Prior tax	124	—	—
Minorities	330	153	36
Attributable loss	120	976	2,148

§ After depreciation £2,323,000 (£1,315,000 and £2,634,000). *Profit. †Loss. ‡Credit.

National Carbonising

Elaborating on the reasons for National Carbonising's £1m. loss in 1972-73, against an earlier forecast of £1m. profit, chairman, Mr. E. D. G. Davies, said yesterday that whereas sales of Rexco for the period November 1, 1972, to March 31, 1973, were budgeted at £7.54m., actual sales were only £2.99m. Similarly, coke sales were actually £3.23m. against a budget of £5.69m.

Speaking at the annual meeting, Mr. Davies said the mildness of the winter was the dominant factor affecting marketing, but the situation was aggravated by certain technical problems at the main plant at Snibston, which led to its early closure in February.

Mr. Davies added that much had been accomplished since March, although "it would be quite wrong of me to suggest that it has proved possible to return quickly to profitable trading."

There had been progress made in efforts to continue operating within the confines of available credit lines. At August, 1973, the aggregate amount outstanding in respect of loan capital, bank loans and overdrafts, short-term loans, hire purchase, promissory notes, mortgages and other secured facilities was £7.9m. At the same time, the company was operating at some £750,000 within its facilities.

The peak stocking period was being entered and as a result of awareness to keep a close watch on availability of working capital, a firm of accountants was to be appointed to prepare a review of working capital, said Mr. Davies.

De La Rue deb. redemption

De La Rue proposed to redeem its £2,692,241 5¾ per cent. debenture stock 1988-93 at £80 per cent.

The directors explain that limitations imposed on the company and its subsidiaries under the terms of the Trust Deeds are now unduly restrictive in the light of the changes in the group which have taken place since the issue in 1963, both in the U.K. and overseas.

UNIT TRUSTS

London Wall's new cash plan

The £40m. London Wall unit trust group has launched the London Wall Cash Plan which offers subscribers quarterly payments amounting to £100 per annum (or optionally £80 per annum) for every £1,000 invested in the Financial Priority unit trust's accumulation units. Payments are calculated on the original investment, not the capital value at the date of payment, so that subscribers can be sure of stable income. London Wall puts the plan forward as an alternative to annuities or bonds —especially for the higher rate tax payer. BUPA, Clerical, Medical and General and Fidelity Life are all substantial shareholders in London Wall.

● comment

The London Wall Cash Plan is really an attractively packaged version of the many regular income plans which have emerged from other unit trust, property bond and managed bond stables. The launch also nicely coincides with the Chancellor's restrictions on the clearing banks' deposit rates. Apart from the tax considerations (which can be complicated in the upper bracket) there is the question of whether 10 per cent. is a wise figure to go for in a withdrawal scheme. Financial Priority's actual gross yield is low at 1.64 per cent. and the usual withdrawal rate which groups recommend is 6 per cent. Despite the table which proves that investors would have done well out of Financial Priority on this basis since 1966—and it has been a good performer—they would be better advised to opt for the 8 per cent. rate.

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ATLANTIC BONDS

Atlantic Assurance is advertising its Atlantic 3-Year Income Bonds which guarantee 8.6 per cent annual income net of tax at the standard rate. The minimum investment is £1,000 and the first year surrender rate is 95 per cent.

● comment

Atlantic is still a frontrunner in the short-term end of the guaranteed income bond market with its 3-Year Income Bonds. But it faces a lot of competition now that the Chancellor has restricted the banks and others are joining the fray with "Inflation Fighter Bonds" and the like. However, it is thought to have a new product in the pipeline.

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HILL SAMUEL PROPERTY

Hill Samuel Life Assurance is offering units in the Hill Samuel Life Fortune Property Bonds for a minimum investment of only £50. For investors of £1,000 or more there are various withdrawal plans. The company also provides a liquidity option and personal loan plans.

● comment

The Hill Samuel Life Fortune Property Bond is one of the most flexible on the market, providing the richer investor with a steady investment which can be translated into income or capital on loan. Furthermore, the bond does not have the usual 6-month withholding clause for contingencies. For the smaller investor who does not need these trappings, the minimum investment is lower than average. This bond has given steady rather than dramatic growth and Money Management shows a 16.2 per cent. growth over the past 12 months to the end of Augu[st] before capital gains tax. In th[e] case the company deducts 20 p[er] cent. of the gain on encashme[nt] to cover the fund's own CG[T] liability.

Prospectus Page 13

CRESCENT INTERNATIONAL

Crescent Life Assurance [is] advertising the Crescent Inte[r]national Plan which provides f[or] regular monthly investments in its International Fund for as lit[tle] as £5 a month. The premiu[ms] provide some life cover a[nd] attract tax relief. From the o[ut]set 90 per cent. of subscriptio[ns] is invested in units and there [is] a nominal deduction of up to [...] per cent. of one year's subscr[ip]tion on encashment. The o[ffer] closes on September 24.

● comment

Crescent International Fund w[as] formed in July 1970 and wh[en] most world markets were in [a] strong bull phase it enjoyed ra[pid] growth. Now that Wall Str[eet] and some other markets ha[ve] turned into a bear phase, h[ow]ever, growth has been minim[al]. Yet for the long-term invest[or] there are attractions in pou[nd] cost-averaging (whereby regu[lar] subscriptions buy more units [in] a falling market) in a share p[ort]folio spread through vari[ous] markets around the world. [It] should not necessarily exp[ect] short-term gains.

Prospectus Page 23

MERCHANT INVESTORS

The Merchant Investors Prop[erty] Bond is being advertised by Broad Street Securities for a m[ini]mum investment of £250. U[nits] will be allocated at 142.4p [...] until October 5 after which t[hey] will be issued at prices ruling [at] the date of receipt of applicati[on].

● comment

Merchant Investors Prop[erty] Bonds have grown by around [...] per cent. a year since incep[tion] in June, 1970. That pe[riod] covered a time of unpreceden[ted] rises in property values in [the] U.K. However, the company [has] been emphasising developm[ent] projects to help overcome [the] change in the yield pattern [of] property since the introductio[n of] rent control under Phase Tw[o of] the Government's anti-infla[tion] programme. While unit rises [may] not be dramatic over the [short] term, they should keep up [with] inflation.

Prospectus Page 3

ABBEY SELECTIV[E]

Abbey Life is offering its A[bbey] Selective Bonds, based on [the] £219m. Abbey Property [Bond] Fund and the £67m. Abbey Eq[uity] Bond. What happens is th[at the] investor's money goes one[-third] into the properties; one-third [into] the equity bond fund; and [the] remaining third is moved betw[een] each according to the state of [the] market. The initial investr[ment] requirement is £250, but the w[ith]drawal plan necessitates £1[...]

● comment

Abbey's view with its Abbey Se[lec]tive Bonds is that it saves [the] investor the trouble of shif[ting] his money between sectors. [The] group has a rather more fo[...] approach to splitting the f[...] than its rival Hambro Life, w[hich] tends to favour equities n[...] strongly.

However, the Equity Bond f[und] is largely invested in investm[ent] trust shares, so it has been [the] property side which has produ[ced] the performance.

Prospectus Page 12

Wadkin hit by lower margins

ON A TURNOVER up from £3.45m. to £4.73m., first half 1973 pre-tax profit of Wadkin was unchanged at £360,000. For the year 1972 turnover was £7.44m. and profit £1,016,000. The company manufactures woodworking machinery and metal-cutting tools.

Profit margins narrowed—during Phase Two the company experienced substantial increases in overall costs, not fully reflected in selling prices.

Shortages of skilled labour and materials also had an unavoidable effect on efficiency and prevented utilisation of maximum capacity. Every endeavour is being made to overcome the present restrictions on output and to improve profitability, the directors state.

They report that demand continues at a very high level from both home and overseas markets.

An interim dividend of 3.5 per cent. net, equal to 5 per cent. against 4½ per cent. gross, is declared. The 1972 gross total was 11½ per cent.

	Six months 1973 £000	Six months 1972 £000	Year 1972 £000
Home sales	3,318	2,612	5,383
Export	1,415	836	2,058
Total sales	4,733	3,448	7,441
Profit	360	360	1,016
Taxation	171	144	405
Net profit	189	216	611
Dividends	84	108	225

British Land revaluation position

Commenting on the recent revaluations of assets at the annual meeting of British Land Company, chairman Mr. John Ritblat pointed out that these were on an open market basis between willing vendor and willing purchaser, and "are neither hedged by restrictive conditions nor dependent upon probabilities."

The 380p per share figure was at March 31: the 418p per share figure also incorporated a current revaluation of certain developments, and thus gave an up-to-date indication of net worth.

These developments, he added were included only at cur[rent] value, adjusted to exc[lude] expenditure and related [...] after March 31. Thus, the [figure] does not reflect in any way [the] ultimate potential worth of [the] reversionary and developm[ent] programme. He again empha[sised] that "there is no element [of] double-counting in the high[er] and more recent—figure."

Mr. Ritblat, told members [that] the £3½m. debenture secured [on] Plantation House had been paid. Following the pla[nned] division into separate office u[nits] the Plantation House com[pany] would provide a series of [indi]vidually manageable and sepa[rate] investments. Each would [have] scope for future tranches [of] financing to meet the need[s of] the business and opportunitie[s in] the market.

Independen[t] Newspaper[s] advance

PROFITS AHEAD from £77[...] to not less than £825,000 are [fore]cast for 1973 by Indepen[dent] Newspapers of Dublin.

In the first six months the [im]proved levels of turnover [and] profit attained last year [were] maintained with increases of [...] per cent. to £4.25m. and of [...] per cent. to £475,914 respecti[vely] being shown.

The interim dividend is b[eing] raised from 8 per cent. to 11 [per] cent. The 1972 total was 26 [per] cent.

Regarding the proposed [en]franchisement of the "B" sh[ares] the chairman says the sch[eme] should materially assist the c[om]pany to develop in future o[n a] broader front, thereby lesse[ning] the risk from exposure to cycl[ical] trends which might other[wise] affect profits.

For the rest of the year, h[ow]ever, the company will have [to] bear the impact of increased c[osts] on many fronts, so the sec[ond] half will be less satisfactory t[han] the first, states chairman, Mr. Murphy.

	First-half 1973 £	1972
Group turnover	4,250,000	3,74[...]
Trading profit	520,192	461[...]
Depreciation	44,278	4[...]
Profit before tax	475,914	41[...]
Taxation	243,000	21[...]
Net profit	232,914	20[...]
Preference dividend	4,905	4[...]
Available Ordinary	228,009	200[...]
Ordinary dividend	47,908	31[...]

Results due next week

Next week promises to be busy on the company news front with such big names as Rio Tinto-Zinc and Burmah Oil heading a long list. Other market leaders producing figures next week are BICC, BSR and Vickers.

Rio Tinto-Zinc is producing its half-time results on Wednesday and all the signs are that 1973 will prove a boom year. In May the Canadian end of the RTZ empire, Rio Algom, announced first quarter earnings up 139 per cent., while in August Rio Tinto Rhodesia and NHBC Holdings both reported hefty increases in first half profits. This suggests that 1973 is at last seeing the benefits of the major mining expansion carried out in recent years, and that should mean that RTZ's current year earnings will be well in excess of the 13.2p per share, achieved in 1972.

Although Burmah Oil lifted its 1972 operating profits by 24 per cent. (on a comparable basis) to £23.7m., higher interest charges and lower profits from associates, combined with a drop in the BP dividend, managed to offset the improvement and leave the pre-tax level virtually unchanged at £40.2m. However, for the current year (interim Wednesday) a fairly significant increase in both operating and pre-tax profits looks certain. The group will see a first full contribution from Quinton Hazell, and the Ellesmere Port refinery is expected to reach about 85 per cent. utilisation, against 50 per cent. last time. At the same time the BP dividend has now been restored to its previous level.

The interim figures from BICC next Tuesday are expected to disclose a pre-tax profit in the region of £19m. (£15.8m.). This increase somewhat exaggerates the underlying trend as the comparable figure was depressed by the power strike. However, the cable industry has shown plenty of activity; strong exports plus good volume growth make for a very healthy picture.

BSR has probably experienced strong demand especially in the U.S. where the internal problems of competitors has helped. However, production capacity may have been a problem exaggerated by the low stock level, though at least BSR seems to have coped with its traditional labour problem. The interim figures next Thursday seem likely to reveal a pre-tax profit on the way to £14m. for the year.

After a marginal improvement in first-half figures last year, Vickers turned in a pleasant surprise with £9.57m. (£6.18m.) pre-tax profits at the preliminary stage. At the AGM last June the chairman, Lord Robens, was forecasting a strong advance for 1973. It appears that the major divisions are forging ahead and a pre-tax profit of around £14m. looks feasible for the year, but market interest is probably centred around Williams Hudson's increasing stake in the company currently standing at 19 per cent. The interim figures are due on Thursday.

The insurance sector is strongly represented in next week's list with interim figures expected from two composites, Phoenix Assurance and Eagle Star, on Wednesday, and life company Prudential on Thursday. All look set to show improvements in the current year following the progress which they made in the previous year. Indeed, other composites have already established a healthy growth pattern in 1973; the recent half-time figures of Sun Alliance and Guardian Royal Exchange both showed small underwriting increases but substantial leaps in investment income.

Other statements which are due to greet the new account include the interim from Bank of Scotland, preliminaries from Cedar Holdings and third quarter figures from British Oxygen on Tuesday. Wednesday should see half-year figures from Grampian Holdings, BBA Group and Spear and Jackson, while on Thursday interims are expected from Booker McConnell, British Ropes, Stone-Platt, Sheffield Twist Drill, Schroders and United Biscuits. On Friday, Grovewood Securities and Pittard will report half-time figures.

Company	Announcement due	Dividend %* Last year Int.	Final	This year Int.
FINAL DIVIDENDS				
Amalgamated Investment & Property	Monday	3	4½	3
Peter Brotherhood	Tuesday	5	13⅓	5(a)
Cedar Holdings	Tuesday	2½	7½	2½(i)
Matthew Clark and Sons (Holdings)	Tuesday	7½	14	7½
F. and C. Eurotrust	Monday	—	—	—(c)
Fitzwilton	Tuesday	6	8	7(v)
Glynn Manson Organisation	Wednesday	—	—	—(l)
John Haggas	Tuesday	12	24	12
Industrial Contract Cleaners	Monday	—	Nil(d)	—
Johnson Construction Equipment Group	Tuesday	4	3½	4
Lowe and Brydone (Printers)	Monday	—	8	—
Monument Securities	Wednesday	Nil	11	Nil
Ricardo and Co. Engineers (1927)	Tuesday	10	17	10
Oliver Rix	Thursday	Nil	Nil(w)	2½
Smith Brothers	Monday	—	—	—(o)
Southern Kinta Consolidated	Thursday	37½	56¼	37½
Wades Departmental Stores	Wednesday	4.167	64	3½(u)
Walbrook Investment Trust	Thursday	—	—	—(m)
Wilkinson Warburton	Monday	[illegible]	10.333	7½(h)
INTERIM DIVIDENDS				
Appleyard Group of Companies	Monday	7	14	
Associated Fisheries	Thursday	7	8†	
William Baird	Friday	4	7½	
Bank of Scotland	Tuesday	10(l)	11	
BBA Group	Wednesday	4	8.229	
Biddle Holdings	Tuesday	—	—‡	
Bifurcated Engineering	Wednesday	6	9	
Booker McConnell	Thursday	4	9.65	
British Insulated Callender's Cables	Tuesday	5½	10.75	
British Ropes	Thursday	7	11.9	
Brooks Watson Group	Friday	2½	7½(b)	
BSR	Tuesday	7.223	19.034	
Burmah Oil	Thursday	6.25	10.758	
Collett, Dickenson, Pearce International	Wednesday	15	16¼	
Dorada Holdings	Tuesday	9	12	
Eagle Star Insurance	Wednesday	11.25	13.375	
Charles Early and Marriott (Witney)	Friday	4½(n)	16½	
East Sussex Engineering Group	Thursday	5	[illegible]	
Edinburgh and Dundee Investment	Wednesday	6.4	8	
Fairview Estates	Thursday	16	42	
Federated Land and Building	Monday	7½	10	
James Fisher and Sons	Monday	5½	6	
Henry Foster Building Products	Thursday	7.5	5.1	
Frost & Reed (Holdings)	Friday	6	5.7	
Garton Cooper	Tuesday	20	35	
Grampian Holdings	Wednesday	2½	11½	
Group Lotus Car Companies	Tuesday	20	24.286	
Grovewood Securities	Friday	4.67	11.013	
Hepworth Ceramic Holdings	Thursday	5(y)	3.893(z)	
Home Charm	Friday	—	18(e)	
Home Counties Newspapers	Thursday	7½	17½	
C. R. Johnson & Sons	Wednesday	3½	6½	
Lafarge Organisation	Tuesday	4.8	6.666	
London & Holyrood Trust	Thursday	4	7.2(f)	
London and Manchester Assurance	Thursday	44	63.1(f)	
London & Provincial Trust	Thursday	4	6.4(f)	
Hugh Mackay	Thursday	7½	6.557	
Marshall, Morgan and Scott	Thursday	4	9.12	
Metro Town and Central Properties	Monday	—	14.296	
Nairn Williamson	Monday	4½	3.375	
George Oliver (Footwear)	Friday	2½	4.598	
Phoenix Assurance	Wednesday	18	21.9	
Pittard Group	Friday	6	9.75	
Prudential Assurance	Thursday	50	74.8	
Rio Tinto-Zinc Corporation	Wednesday	5	17.143	
Sale Tilney	Wednesday	7½	12½	
Schroders	Thursday	4.356	8.739	
Sheffield Twist Drill and Steel	Thursday	9½	10	
Southern Constructions (Holdings)	Monday	5.75	13.575	
Spear and Jackson International	Wednesday	5	13.375	
Stone-Platt Industries	Thursday	6(g)	7.8	
Tate and Lyle	Thursday	5(s)	4.298(t)	
Temple Bar Investment Trust	Monday	7	14.5(f)	
Trust and Agency Co. of Australasia	Tuesday	7	11½(k)	
Triplevest	Tuesday	7.07(q)	1(r)	
United Biscuits (Holdings)	Thursday	6	5.3	
Vickers	Thursday	1½	5	
Watts Blake Bearne	Friday	3½	7½	
INTERIM FIGURES ONLY				
Bentalls	Monday			
British Oxygen	Tuesday (p)			
Mount Row Holdings	Wednesday			
Totalisators and Greyhound Holdings	Tuesday			

* Adjusted for any intervening scrip issue. † Second interim in lieu of final. Declaration of interim dividend only. ‡ Forecast 28.5714 per cent. total in April, 1973 prospectus. § Includes 4.35 per cent. second interim. ¶ Includes 1 per cent. special dividend. (a) Forecast 12.5 per cent. final dividend. (b) Forecast 14 per cent. total dividend. (c) Made public June, 1972. (d) For 78 weeks. (e) Made public October, 1972, when forecast 10 per cent. interim and 18 per cent. final if company had been quoted for full year. (f) Declaration of interim dividend only. (g) Includes 4 per cent. second interim. (h) Forecast 11.75 per cent. gross final dividend. (i) Paid in two parts for tax reasons. (j) Forecast 7.5 per cent. final dividend. (k) Second interim in lieu of final. (l) Company offered for sale in July, 1972. (m) Made public July, 1972. (n) Includes ½ per cent. special dividend. (o) Forecast 8 per cent. final dividend in June, 1973 prospectus. (p) Third-quarter figures. (q) Includes 3 per cent. special interim. (r) Special interim 1.7 per cent. already paid for current year. (s) Includes 6 per cent. second interim. (t) Declaration of second interim only. 0.715 per cent. interim already paid. (u) Forecast maintained dividend on increased capital. (v) Forecast 10 per cent. final dividend. (w) For 18 months. (x) For 9 months. (y) Includes ½ per cent. special interim.

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BIDS AND DEALS

Armstrong Equipment expansion

Armstrong Equipment is acquiring through its subsidiary—Armstrong Autoparts—the capital of United Battery Services, a wholly-owned subsidiary of Carlton Industries — together with its ten subsidiaries.

In addition, Armstrong is acquiring four freehold properties at Sunderland, Norwich, Hersham and Bournemouth from Carlton for £100,000. Total consideration is £450,000 cash.

United Battery carries on business as auto electricians and distributors of specialised motor components. Net tangible assets being acquired total £161,395 and profit before tax for the year to March 31, 1973 was £31,046.

The ten United Battery subsidiaries are: A. E. Ponton & Sons, Hampshire Ignition, B. E. Dearden & Co., Express Ignition, Oldham Battery Service (Chester), H. & C. Motor Factors, E. Hammond & Co. (Auto-Electrical), Nebco (Motor Accessories), A. C. Arkless and Watford Auto-Electrical Services.

SCOTTISH ASSAM TEA

The directors of Scottish Assam Tea say it has been brought to their notice that certain shareholders have received a letter from an individual purporting to offer to purchase Ordinary shares of the company.

This offer has not been made in accordance with the provisions of the City Code on Takeovers and Mergers. It has not been communicated officially to the Board and, therefore, was not issued with the Board's concurrence, they add.

Holders are advised to take no action until the directors have had an opportunity to consider the position. A further statement will be made as soon as possible.

UNILEVER NOT LIFTING ELLIS & EVERARD BID

Unilever announces that, having studied the circular from Ellis and Everard and in particular the "disappointing" profit forecast contained therein, it has no intention of increasing its offer.

The offer for the Ordinary shares therefore remains at 200p per share in cash and is open for acceptance until September 21.

UDT EXTENDS BSS BID

UDT Industries has extended its offer for British Steam Specialties until September 28.

ASSOCIATES DEALS

On September 13, Cazenove bought 30,000 British Steam Specialties at 92p for UDT Industries.

Rowe Swann bought 10,000 Griffiths Bentley at 25p and [illegible] Bristol Street Group at [illegible] for associates of BSG.

Morgan Grenfell sold for [illegible] investment clients [illegible] and General at [illegible].

BSR IN EUROPE

The BSR Corporation of America has made its first purchase in Europe by acquiring the [illegible]-based Ariel Group of Companies.

The group comprises Ariel Pressings (components for the majority of television sets manufactured in the U.K. and a range of assemblies, pressings and plastic mouldings for the TV, Radio, Electrical and Automobile industries' mould (tools)), Quality Audio Supplies (a comprehensive range of audio connectors and other equipment for hi-fi and stereo) and Verirys Fans (Holdings) (electric fans to the armed forces, government departments and industry).

BSR, based in Philadelphia, was founded at the beginning of this century as Electric Storage Battery Corporation. Worldwide sales for 1973 topped £150m.

Meyer raises bid for Vic Hallam

Hambros Bank say it has acquired from Austin Hall and its associates 921,163 shares (36.85 per cent) of Vic Hallam at 175p cash.

Montague L. Meyer and May and Hassell have agreed that Meyer will increase its offer for Vic Hallam to 175p cash.

The revised terms will apply to all holders who have already undertaken to accept the offer. Messrs. A. W. Hudson, G. Hallam, J. Buxton and A. J. Hallam are to leave the employment of Hallam. The Austin Hall Group has sought and received assurances from Meyer and May and Hassell as to the terms on which they are leaving Hallam.

The aggregate number of Hallam's Ordinary shares owned by Meyer and Hambros or in respect of which irrevocable undertakings have been given now represents approximately 81.6 per cent.

MARAWAN MEETING ADJOURNED

Marawan (Java) Rubber Plantations Limited announces that at the annual meeting it was decided to adjourn for seven days until Friday, September 21, at 12 noon as it was considered there was not sufficient representation of shareholders, who together held the majority of the voting rights, to provide an accurate assessment of the true wishes of the majority in regard to the proposed sale of the subsidiary.

PROPERTY & REVERSIONARY PURCHASE

Property and Reversionary Investment Corporation has acquired the outstanding 23 per cent. of the share capital of its subsidiary, Petty Heath Developments, from Mr. Norman Melburn a director of that company. Profits before tax of Petty Heath for the year ended March 31, 1973 amounted to £12,365 and net tangible assets on that date amounted to £405,200.

Consideration for the interest has been satisfied by the issue of 18,500 Ordinary and 58,158 "A" Ordinary Shares of 25p—at the current middle market quotation of 240p for both classes the interest is valued at £184,000.

N. M. Rothschild and Sons advised the Board of Property and Reversionary in connection with this transaction.

TOWN CENTRE

The Town Centre Securities document containing details of its formal offer for the share capital of Clifton Arms and Pier Hotel is expected to be posted on October 3.

LONDON & CONT. ADVERTISING

London and Continental Publishing is to acquire a 75 per cent. stake in United Trade Press. London and Continental is a subsidiary of London and Continental Advertising.

CANNON ST.

Cannon Street Investments has issued a further 299,580 Ordinary shares to vendors of its former subsidiary Financial Training (Holdings), as final consideration for the acquisition.

RECENT ISSUES

EQUITIES

[illegible]

FIXED INTEREST STOCKS

[illegible]

"RIGHTS" OFFERS

[illegible]

SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and mergers

By raising its shares and Convertible Loan stock offer for Griffiths Bentley, the seat belt and industrial fastenings group, by £1.6m. to £15.8m., Bristol Street Group has created a rift in the former's Board. Apart from Mr. Stephen Proctor, managing director, who has now been stripped of his executive functions pending the outcome of the bid, the GB Board is unanimous in recommending the new terms. Mr. Proctor is strongly opposed to the take-over on numerous grounds, paramount of which are the terms and the "lack of industrial logic." He urges shareholders to ignore the offer and says that he will submit his reasons for rejection when the formal documents have been sent out.

The fate of Vic Hallam, the system building group which the previous week received a joint bid of 170p cash per share from timber importers, Montague L. Meyer and May and Hassell, has now been decided. Austin-Hall, which recently failed in an attempt to take over Hallam, exercised its option to acquire 32.7 per cent. of the Hallam equity held by the two Hallam directors who had supported the A-H bid. However, instead of returning with a fresh offer for Hallam, it was yesterday announced that A-H has sold its stake to the MLM and May and Hassell camp at 175p per Hallam share and the latter have now raised their terms for the rest of the equity to this amount. Hallam shares representing approximately 81.6 per cent. of the equity are now committed to the offer.

Highlighting the new situations, which were again thin on the ground, was Mann Egerton, the motors and electrical concern, with a recommended share and Loan stock bid to the value of £16.8m. from Inchape. Aberdare Holdings, the electrical engineering group, has found an answer to its financial troubles in the form of an agreed 15p a share cash offer from Hawker Siddeley, worth a total of £2.9m. WGI has made a share-exchange offer for fellow engineers, W. H. Baxter which is not officially listed on the stock exchange; the latter is expected to oppose the terms.

Stonehill Holdings announced the breakdown of merger discussions which had been in progress and precipitated a sharp reaction in its shares Bestobell has withdrawn its bid for British Steam Specialties due to changed stock market conditions, leaving UDT's 92p cash offer, to which BSS is opposed, solely in the running.

Company bid for	Value of bid per share k	Market price k	Price before bid	Value of bid (£m's) k	Bidder	Final Acc't'ce date
Prices in pence unless otherwise indicated						
Aberdare Hldgs.	15*	15	11½	2.9*	Hwkr.-Siddeley	—
ARV Hldgs.	180*d	170	153	2.0*d	St. Piram Mng.	—
Avonmouth Eng.	96	92½	60	2.0	Brit. Dredging	—
Baxter (W. H.)	160	170	100	0.1	WGI	—
Beeston Boiler	18*	24	23	0.7*	Th'nP'd St. A's	21/9
Brit. Overs. Stores	150*d	150	80	0.4*d	D. and W. Murray	—
British Sidac	100*	81	76	7.8*	UCB Group	4/10
British Steam Specialties	93*	92	90	6.3*	UDT Industries	28/9
Calgary & Ed. Lnd.	32	29½	27	1.6	Bank & Comm.	—
Cavendish Land	140*	134	131½	45.5*	Legal & Gen.	5/10
Clifton Arms and Pier Hotel	950*	940	840	1.3*	Town Centre Secs.	—
Contractors Brycs.	130*d	118	120	1.6*d	Mr. D. Blake	—
Conveyancer	54*d	51	27	3.2*d	Rubery Owen	27/9
Court Hotels	140*e	130	140	0.9*e	Tollman Hotels	—
East and West Inv. Trust	58½	61	55½	2.3	Arbuthnot Latham	20/9
Ellis and Everard	200*	209	188	10.1*	Unilever	21/9
Ford and Slater	120*	117	93	6.3*	Unilever	21/9
Gloucester and Chelt. Greyhnds.	65*	64	65	0.6*	Mr J G Walker & Mr R C Watson	—
Goode Durrant and Murray	£23.86	£25	£22	4.9d	D. and W. Murray	—
Griffiths Bentley	28g	25	24	15.8g	Bristol St. Grp.	—
Hallam (Vic.)	175*	177	162	4.4*	Montague L. Meyer	—
International Secs.	31½	28½	35	1.1	English and Overseas Invs.	—
Ketton P. Cement	989d	950	800	4.0d	Ward (T. W.)	28/9
Maclehose Grp.	50*	47½‡	47	0.5*	Suter Electrical	—
Mann Egerton	218½	194½	134	16.8	Inchcape	—
Montagu Trust	308d	294	278	86.9d	Midland Bank	—
Poonmudi Hldgs.	45*d	30	53	0.7*d	Mr S Jefcoate	17/9
Pope and Pearson	320*d	325	205	0.3*d	Coltness Group	—
Reliance Hosiery	45*d	43	42	0.6*d	Ashley Ind. Tst.	—
Slater Walker Inv. Tst. (SA)	59	55	54	7.4	Tokengate Inv.	—
Scot. Tea & Lands	—	27	34	0.7	Prop. merger	—
Standard Tea	—	55	90			
Whinsparken Inv.	46*d	46	46½	1.2*d	Mr. M. Vickers	—
Wilkinson Sword	75	68	69	4.8	British Match	—
Wilknsn. Sword 'A'	67½	55	57½	13.1	British Match	—

* All cash offer. b Cash alternative. c Partial bid. d For capital not already held. e Combined market capitalisation. f Date on which scheme is expected to become operative. g Based on 14/9/73. k Based on 13/9/73. ‡ At suspension. † Bid.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)		Attributable* Pre-tax per share (p)		Dividends* per share (p)	
AB Electronic	June 29	701	(405)	21.3	(12.3)	5.835	(5.557)
Amber Day Hldgs.	Apr. 30	659	(242)f	14.3	(5.3)	1.888	(1.75)
Amey Roadstone	Jne. 30	10,147	(7,447)	—z	(—)	—z	(—)
Anglo Am. Asphlt.	Mar. 31	229	(74)	18.3	(5.8)	2.625	(2.5)
Armstrong Eqpt.	July 1	2,304	(1,708)	11.7	(8.7)	2.2	(2.063)
Ashbourne Invs.	Apr. 30	376	(335)	4.0	(3.5)	1.313	(1.25)
Bejam Group	June 30	1,010q	(344)	9.4	(3.2)	1.43q	(—)
Brasway	Apr. 28	255	(8)L	12.7	(—)	2.52	(2.4)
Cantors	Apr. 28	437	(161)	7.6	(3.1)	2.415	(2.3)
Chaddesley Invs.	Mar. 31	252r	(16)	6.8	(0.4)	Nil	(Nil)
Churchbury Ests.	Mar. 31	122	(133)	8.2	(8.4)	4.462	(4.25)
Clifford and Snell	Mar. 31	149¶	(161)a	3.2	(3.5)	0.75	(0.9)
Coley-Rotolin	Mar. 31	152	(97)	6.8	(4.3)	2.625	(2.5)
Countryside Props.	June 30	1,251j	(318)	20.9	(5.2)	6.5j	(—)
Diploma Invests.	June 30	855	(626)	14.5	(10.6)	2.888	(2.75)
Esperanza Trade	Mar. 31	1,242	(984)	12.4	(10.0)	5.25	(5)
Excalibur Jwllry.	Apr. 30	431	(252)	3.0	(1.8)	0.525	(0.5)
A. Gallenkamp	June 30	1,125	(920)	17.1	(13.9)	5.513	(5.25)
Halwins	June 30	60L	(105)	—	(3.5)	1.25	(3)
Incledon & Lmbts.	Mar. 31	483	(401)	9.9	(8.2)	3.938	(3.75)
Ingall Industries	June 30	263	(77)	11.1	(3.3)	2.205	(2.1)
Kean and Scott	Mar. 31	28b	(42)L¶	5.8	(—)	Nil	(Nil)
Kennedy Smale	Mar. 31	237	(294)	6.7	(8.8)	2.5	(2)
J. L. Kier	Mar. 31	2,547	(2,042)	41.4	(33.0)	6.56	(6.25)
Land Investors	Mar. 24	1,115	(923)	3.4	(2.8)	2.48	(1.63)
Leigh Mills	Apr. 30	282	(85)	7.0	(2.1)	1.25	(Nil)
Lep Group	Dec. 31	1,801	(1,400)	27.4	(21.2)	3.36	(3.2)
MFI Warehouses	May 26	3,212	(1,522)	22.1	(15.2)	6	(4.5)
Midland Educatnl.	Mar. 31	228	(156)	34.6	(23.3)	9.186	(8.75)
Miln Marsters	May 31	250	(194)	22.6	(17.5)	8.4	(8)
John Peters	Mar. 31	2,353	(1,751)	25.4	(18.9)	5.294	(5.042)
Plessey	Jne. 30	31,482	(20,727)	21.3	(14.0)	5.25	(5)
Rednor	June 30	288	(150)	6.3	(3.3)	1.47	(1.4)
Scottish Homes	Mar. 31	104	(156)L	1.5	(—)	0.5	(Nil)
Scot. & Univ. Invs.	Mar. 31	3,586	(2,079)	13.9	(7.5)	5.906	(5.625)
Second City Props.	Apr. 30	761	(401)	9.9	(5.1)	1.838	(1.75)
Wood Bastow	June 30	424	(302)	19.5	(13.9)	5.77	(5.5)

Offers for sale, placings and introductions

Prince of Wales Hotel Company Southport: Re-quotation of £282,500 Ordinary capital in 25p shares, also placing 160,000 shares at 160p each.

Rights Issues

Watshams: Issue one-for-one at 32p each.

Scrip Issues

Midland Educational: One-for-one.
John Peters (Furnishing Stores): One-for-four.
Second City Properties: One-for-three.
George Wills and Sons (Holdings): One-for-three.
Wood Bastow Holdings: One-for-four.

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)		Interim dividends* per share (p)	
A. and C. Black	June 30	83	(75)	0.875†	(1.25)
Abel Morrall	June 30	109	(123)	0.49†	(0.67)
Advance Electrncs.	June 30	252‡	(183)	0.735†	(1)
Allied Polymer	June 30	1,215	(992)	1.925§	(2.5)
Audiotronic Hldgs.	June 30	903	(464)	1.75g	(—)
Babcock & Wilcox	July 14	3,849h	(1,811)	0.7875†	(1.02)
Barton and Sons	June 30	783l	(486)	1e	(0.92)
Bestobell	June 30	1,543	(1,205)	3.75	(3.75)
Blackwood Hodge	June 30	2,560	(1,549)	—	(1.795)
Bovis	June 30	6,031	(5,107)	2.205†	(3)
Breedon & Cld. Hill	July 31	274	(251)	1.5†	(2)
Budge Brothers	June 30	303l	(—)	0.4	(—)
Charles Clifford	June 30	339	(120)	3.85†	(5)
Corinthian Hldgs.	June 30	409	(252)	0.75†	(1.4)
Richard Costain	June 30	4,096	(3,055)	1.65†	(2.17)
Crane Fruehauf	June 30	807	(581)	6	(6)
Croda Intntl.	July 1	2,787	(1,810)	0.6†	(0.85)
I. J. Dewhirst	July 20	201m	(149)n	1.05e	(—)
Dutton Forshaw	June 30	1,106	(977)	1.1375†	(1.5)
Evered	June 30	106	(132)	0.7†	(1)
Geers Gross	June 30	70	(99)	1.46†	(2.09)
Gold Cross Hsptl.	June 30	413aa	(—)	0.75e	(—)
GRA Property Tst.	June 30	976k	(1,121)c	0.35†	(0.5)
Guardian RE	June 30	12,100	(7,500)	2.94†	(4)
Harris & Sheldon	June 30	1,295bb	(752)	1e	(0.58)
J. & W. Henderson	June 30	460o	(273)p	2.3325†	(3.25)
Ibstock Johnsen	June 30	1,155	(815)	1.625e	(1.531)
JB Holdings	June 30	468	(273)	0.3†	(0.375)
Jones & Shipman	June 30	469	(364)	1.225†	(1.5)
Thomas Jourdan	June 30	200	(99)	2.625†	(2.5)
Kennedy's (Bldrs.)	May 31	422	(338)	1.65†	(2.25)
Ladbroke Group	July 3	5,686s	(3,963)	5.5t	(4.8)
Leaderflush	June 30	53	(2)	1	(0.5)
Lead Industries	June 30	4,976	(3,329)	1.47†	(2)
London & Europn.	June 30	473	(264)	0.7352†	(1.0)
Lonrho	June 30	14,900c	(11,300)	1.75d	(1.75)
R. McBride	June 30	232	(159)	1.7325†	(2.25)
Montf't (Ktg. Mls.)	June 22	182	(90)	1.1e	(1.05)
Nat. and Grindlays	June 30	7,034	(6,386)	1.5†	(2)
Newey and Tayler	July 1	406	(443)	3.5†	(5)
Norvic Securities	June 30	307	(236)	0.84e	(—)
Oil Exploration	June 30	447	(298)	—	(—)
Owen Owen	July 27	220	(184)	0.4375†	(0.625)
Pentos	June 30	77	(6)	Nil	(Nil)
Portals	June 30	1,714	(1,209)	1.455†	(1.75)
Reckitt & Colman	June 30	12,730	(10,240)	3.15†	(4.5)
Royco Group	June 30	2,041	(1,149)	1†	(1.25)
G. W. Sparrow	June 30	264	(193)	1.47†	(2)
Steetley	June 30	4,885	(2,668)	1.5925†	(2)
Francis Sumner	June 30	424	(312)	0.35†	(0.455)
Thomas Tilling	June 30	17,900	(10,850)	1.3875†	(1.5)
Tube Investments	June 30	16,305w	(8,104)	6.615†	(9)
Viscose Devlpmnt.	June 30	270	(197)	1.05†	(1.25)
James Warren	June 30	279y	(151)	3.5†	(2.5)
W. Whittingham	April 30	782x	(292)	0.7†	(1)
James Wilkes	June 30	141u	(130)	1.266†	(1.75)
Wilkinson Sword	June 30	1,591cc	(1,049)	0.735dd	(1.05)
George Wills	June 30	180	(125)	1.225†	(1.5)
Wilson (Connolly)	June 30	789	(465)	0.875v	(1.25)

(Figures in parentheses are for corresponding period.)

* Adjusted for any intervening scrip issue. † Net—against gross. ‡ For 28 weeks. § Net—against gross. Forecast at least 5.5p (5.23p) gross total. ¶ For 12 months. a For 15 months. b For 14 months. c For nine months. d Net—against gross. Forecast 6.25p gross total dividend. e Net. f Dennis Day only. g Net—equal to 2.5p gross. Compared with 2.0p gross forecast in September, 1972, offer for sale. h For 28 weeks. Forecast around £7.7m. (£5.32m.) profits for year. i Forecast around £1.56m. (£1.37m.) profits for year. j Compared with £1.1m. profits and 6p dividend forecast in November, 1972, offer for sale. k For six months. l Reaffirmed July, 1972, offer for sale forecast of £720,000 profits for year. m For 26 weeks. Made public October, 1972. n For 27 weeks. o Enlarged group figures. p J. and W. Henderson only. q Compared with not less than £960,000 profits and 1.43p dividend forecast in June, 1973, offer for sale. r Includes £233,000 exceptional profit. s For 53 weeks (52 weeks) in current 18-month period. t To date. u Attributable profit. v Net—against gross. Forecast 1.25p gross final dividend. w Forecast profits for year at least £32m. (£22.86m.). x Forecast £2m profits for year. y For nine months. Forecast profits for year not less than £330,000 (£231,232). z Controlled by Consolidated Gold Fields. aa Reaffirmed April, 1973, offer for sale forecast of profits not less than £820,000. bb Forecast profits for year not less than £2.8m. (£2.27m.). cc Reaffirmed forecast of profits for year not less than £2,850,000. dd Net—against gross—if merger does not proceed. L Loss.

Greaves sees more growth

The current year has started extremely well for the Greaves Organisation and the directors are anticipating further growth in both turnover and profits, states Mr. E. I. Wheatley, chairman.

However, the present high interest rates will inevitably limit this growth, he continues, as not only will the demand for houses be reduced but it is and always has been the group's accounting practice to write-off all interest charges as they are incurred.

The group issued capital and reserves have increased by some £943,000 to £3,264,270. The land bank for both housing and commercial developments has also shown a substantial increase and will provide a "very firm" foundation for future expansion.

As reported on August 22, pre-tax profit for the year ended March 31, 1973, was £1,946,894 (£926,455) with a gross dividend of 26.1 per cent. (24.9 per cent.). Profit was struck after a payment of £7,500 on termination of a service agreement.

Meeting, Sutton Coldfield, October 4, noon.

BANK BASE RATES

Allied Irish Banks Ltd.	11 %
Anglo-Eastern Bank	11½%
Anglo-Portuguese Bank	11 %
Banco de Bilbao	11 %
Bank of Cyprus	‡11½%
■ Wm. Brandt's	11 %
Brit. Bk. of Commerce	12 %
Brit. Bank of Mid. East	11 %
■ Brown Shipley	11½%
Cedar Holdings	11 %
■ Charterhouse Japhet	11 %
Choulartons	11 %
C. E. Coates	11½%
Consolidated Credits	11 %
Co-operative Bank	*11 %
Corinthian Securities	11 %
Credit Lyonnais	11 %
G. R. Dawes	11 %
Dawnay Day	11½%
Duboff Brothers	11 %
Dunbar & Co. Ltd.	11½%
Duncan Lawrie	11 %
English Transcont.	11 %
First Maryland	12 %
FNFC	11½%
■ Antony Gibbs	11½%
Gresham Trust	11½%
Greyhound Guaranty	11 %
■ Guinness Mahon	11 %
■ Hambros Bank	11 %
Hawtin & Partners	11 %
■ Hill Samuel	§11 %
C. Hoare & Co.	†11 %
Julian S. Hodge	11½%
Italian International	11½%
Jacobs, Kroll	11½%
Keyser Ullmann	11 %
Kinghurst Securities	11½%
London & County Sec.	11½%
London Mercantile	11½%
■ Samuel Montagu	11 %
Moorgate Mercantile	11 %
■ Morgan Grenfell	11 %
Morris Wigram Ltd.	11½%
Northern Comm. Tst.	12 %
Portman Guaranty	12 %
■ Rea Brothers	11½%
■ N. M. Rothschild	11 %
St. Mary Axe Finance	11½%
E. S. Schwab	11 %
Security Tst. Co. Bhm.	11½%
Standard Guarantee	11½%
Sterling Credit	11½%
Sterling Industrial Sec.	11½%
Swiss-Israel Trade Bk.	11 %
Twentieth Century Bk.	11 %
Wallace Bros. Sassoon	11½%
Whiteaway Laidlaw	11 %
G. T. Whyte	11 %
Wintrust	11 %

■ Members of the Accepting Houses Committee.
* 7-day deposits 9½%; 1-month [illegible] £10,000 and over, [illegible] below.
† 7-day deposits—£10,000 and under 9½%; up to £25,000 9¾%; over £25,000 10%.
§ Demand Deposits 10%, £10,000 and over, 9¾% under £10,000.
‡ Linked to M.L.R.

Cavenham seeks quote on Amsterdam

Cavenham is seeking a quotation on the Amsterdam Stock Exchange it was learned in Amsterdam yesterday.

The shares will be introduced in the form of Continental Depositary Receipts (CDRs), each representing 50 Ordinary shares of 25p each.

Throgmorton Secured

A final dividend of equal to 5¼ per cent. gross—3.675 per cent. net—by Throgmorton Secured Growth Trust lifts the gross total from 8¼ per cent. to 8¾ per cent. for the year to July 31, 1973.

Net revenue, after tax, improved from £131,156 to £147,176, as shown in the table.

	1972-73 £	1971-72 £
Revenue	236,453	213,696
Taxation	88,277	82,540
Net revenue	147,176	131,156
Dividends	143,6[illegible]	128,[illegible]
Tax on distributions	*—	4,934
Retained	[illegible]	2,[illegible]

* After deducting £[illegible] already borne on franked income.

Net asset value of the £1 Capital loan stock, after deducting debenture stock at middle market price of £75 xd (£83 xd) is shown at 154.3p (197.4p).

Crystalate to improve

Reflecting extraordinary charges of £134,000 Crystalate (Holdings) incurred a net loss of £124,000 for the six months to March 31, 1973. This compares with a loss of £153,000, after £56,000 extraordinary charges, for the nine months to December 31, 1971. For the 18 months period to September 30, 1972 there was a loss of £435,000.

The directors say the results achieved by the main activities in the second half will show still further improvement.

The charge of £134,000 covers the loss in respect of the disposal of five companies. But the directors are hopeful that the losses, when finally determined, will prove not to be as great as £134,000. The company manufactures electronic components and plastic mouldings.

	6 months 1972-73 £000	9 months 1971 £000
Sales	[illegible]	[illegible]
Profit before tax	[illegible]	*[illegible]
Tax credit	—	[illegible]
Minorities	—	[illegible]
Extraordinary credits	—	[illegible]
Extraordry. charges	134	56
Net loss	124	153

* Loss included pre-acquisition results. † Losses.

HOLLAS AHEAD

The annual meeting of Hollas Textile Holdings was told that current trading was "highly encouraging" and at a greater level than last year.

WALL STREET + OVERSEAS MARKETS + CLOSING PRICES

Up 5.8 despite prime rate rise

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Sept. 14.

AFTER AN UNSETTLED start, Wall Street rallied towards the close to-day to finish on a fairly strong note.

The Dow Jones Industrial Average regained 5.79 to 886.36, after falling 3.46 to 877.11, and reduced its loss on the week to 12.27, while the NYSE All Common Index, at $55.92, was up 55 cents on the day and off only 20 cents on the week. Rises led falls by 832-to-552, while the volume expanded 2.09m. shares to 13.76m.

Early selling was largely attributed to increases in the prime rate to 10 per cent. from 9¾ per cent. by two major banks. Although several other banks followed the move, it did not become widespread and the Committee on Interest and Dividends challenged the original two increases.

Investors were encouraged by the Government opposition, which they said indicated that interest rates may soon peak out after months of climbing to new highs.

Also in the economic news, Treasury Under Secretary Paul Volcker said the U.S. balance of trade should show a surplus in 1974 after showing deficits in the two previous years.

Bonds declined over the week, unsettled by the increase in reserve requirements on certificates of deposit announced last week, and the move to a 10 per cent. prime rate.

Chrysler rose $1¾ to $25½, although wildcat walkouts idled 7,000 employers at two of its plants. Chrysler and the United Auto Workers are in a session hoping to avert a strike deadline of midnight to-night.

Sunshine Mining gained $¾ to $12½ on a resumed quarterly dividend payment of 10 cents per share.

IBM moved ahead $5¾ to $298, Burroughs $7 to $224¾, Ponderosa Systems $3 to $61, Polaroid $3¾ to $115½ and Avon Products $3¾ to $110¼.

The American SE Mafket Value Index, however, fell 0.44 to 99.77, but advances topped declines by 411 to 289.

OTHER MARKETS

Canada again lower

Lower levels were again recorded on Canadian Stock Markets yesterday.

The Industrial Share Index dipped 1.35 to 213.38, Golds shed 0.73 to 263.21, Western Oils dropped 9.64 to 244.57, Utilities gave way 1.25 to 138.57, and Banks also lost 1.21 to 266.34. Papers, however, rose 0.62 to 366.99 and Base Metals gained 0.42 to 101.18.

PARIS—Firmer, with Thomson-Brandt up Frs.13.5 at 256 on expectations of improved profits.

Foods, Motors, Rubbers, Metals and Chemicals were all harder. Buildings narrowly mixed.

In the Foreign sector, Golds mixed, Germans, Canadians and Oils eased, Americans, Dutch, Belgians and Coppers resisted.

BRUSSELS — Belgian issues generally little changed in quiet trading.

Foreign stocks generally slightly firmer.

AMSTERDAM—Dutch Internationals slightly firmer. Plantations steady, local Dutch issues, Shippings and Investment Funds mixed, Banks firmer.

GERMANY—Prices fell in continued dull trading.

Banks lost up to DM3.50. Motors and Electricals shed up to DM2.80. Leading Chemicals and Steels eased. Stores and Machinery shares also lower.

OSLO—Barely steady in quiet trading.

VIENNA—Slightly firmer.

COPENHAGEN—Slight majority of gains in fair dealings.

MILAN—Mixed in quiet trading. Bonds also mixed in quiet trading.

SWITZERLAND—Very steady in continued dull trading. Banks and Financials narrowly mixed, small gains predominated in Insurances, Chemicals little changed

Dollar stocks higher, Dutch issues slightly firmer. Germans barely steady

TOKYO—Market edged up in limited trading. Volume 85m. (60m.) shares.

"Major" Securities Firms purchased "large-capital" stocks including Steels, Shipbuildings and Heavy Electricals.

Japan Line lost Y20 to Y740 on Press report that Finance Ministry taking stiff attitude towards company's reported plan to increase capital by more than 50 per cent.

AUSTRALIA—Minings generally lower, Oils mixed, Industrials rallied towards close.

Peko-Wallsend rose 5 cents to $A4.85 but Gold Mines of Kalgoorlie shed 5 cents to $A1.15. Poseidon 4 cents higher at $A5.90.

In Oils, Woodside-Burmah eased 5 cents at $A1.40.

Jennings jumped 23 cents to $A2.75 and Hooker moved up 6 cents to $A1.47.

JOHANNESBURG — Gold producers quietly easier following rumours of further disturbances at Carltonville, plus a lower London bullion price.

Platinums generally harder, Coppers mixed, other Metals dull.

Mining financials were little changed.

Industrials narrowly mixed.

Indices

NEW YORK

DOW JONES AVERAGES

Close	Home Bonds	Transport †	Indus *	Util. ⊕	Trading volume* 000's
Sept. 14	71.97	162.57	886.36	98.45	13,760
13	71.99	160.32	880.57	98.70	11,670
12	72.06	160.06	881.32	98.96	12,0 0
11	72.15	160.32	885.76	99.15	12,690
10	72.00	162.18	891.53	100.08	11,620
7	72.07	162.88	898.63	100.84	14,930
6	71.91	162.49	901.04	99.66	1,6670
5	71.74	162.33	899.08	97.04	14,500
4	71.73	161.33	895.39	96.11	14,210
Aug. 31	71.71	159.35	887.57	96.02	10,530
30	71.63	156.96	882.53	95.83	12,100
29	71.61	157.60	883.43	95.22	15,690
28	71.64	155.25	872.07	95.28	11,810
27	71.60	155.64	870.71	94.84	9,740
24	71.49	154.44	863.49	95.16	11,300
1973 High	76.54 (18/1)	258.10 (2/1)	1051.70 (11/1)	120.72 (2/1)	—
Low	71.32 (16/8)	151.87 (22/8)	851.90 (22/8)	94.55 (16/8)	—

‡ All-time high 279.88 (7/2/69).
⊕ All-time high 163.32 (20/4/65).
† Excluding bonds.

IND. DIVIDEND YIELD p.c.

Sept. 7	Aug. 31	Sept. 7, 1972
3.79	3.79	3.25

N.Y. SE ALL COMMON INDEX

December 31, 1965=50.

1973 High	1973 Low	Fri.	Thurs.	Wed.	Tues.	Mon.
65.46 (11/1)	53.53 (6/7)	55.92	55.37	55.18	55.50	55.61

RISES AND FALLS

Issues traded	Up	Down	Unchanged
1,751	832	552	367

	Fri.	Thurs.	Wed.	Tues.	Mon.
New Highs	20	12	7	4	75
.. Lows	32	25	26	28	18

AMERICAN SE MARKET VALUE INDEX

Starting base 100 Aug. 31, 1973.

1973 High	1973 Low	Fri.	Thurs.	Wed.	Tues.	Mon.
101.58 (7/9)	99.77 (14/9)	99.77	100.21	100.04	100.40	101.52
Volume (000's)		2,660	1,868	1,927	1,878	1,821

STANDARD AND POORS U.S. STOCK INDICES

	*Ind. Ord.	†Composite
Sept. 14	117.26	104.44
13	115.96	103.36
12	115.55	103.05
11	115.74	103.22
10	116.39	103.85
7	117.46	104.73
6	117.98	105.15
1973 High	134.03 (5/1)	120.17 (5/1)
1973 Low	112.97 (22/8)	100.53 (22/8)

* 425 Industrials. † 425 Industrials, 50 Utilities, 25 Rails.

STOCK AND BOND YIELDS

	Sept. 12	Sept. 5	Sept. 13 1972
Ind. Ord. yield pc	2.92	2.87	2.60
Ind. Ord. p/e ratio	14.53	15.05	18.01
Long-term Govt. Bds. pc	6.21	6.17	5.50

FRIDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Change on day
Eastern Air Line	211,900	7¾	+¼
Gulf Oil	185,800	22¾	+1
Inter. Tel. Tel.	153,000	32	+1⅛
Fed. Nat. Mort.	136,600	20	+⅛
Std. Oil California	129,100	61⅛	+⅛
Fairchild Camera	125,200	67⅛	+2⅛
Williams Co.	110,300	55	+2¼
Rorer-Amchem.	110,200	23¼	−⅛
Sanders Assoc.	109,300	9⅞	+1
Norton Simon	101,300	26¼	−⅛

TORONTO

INDUSTRIAL INDEX

Sept. 14	Sept. 13	1973 High	1973 Low
213.38	214.73	228.80 (12/1)	203.43 (22/5)

MONTREAL

INDUSTRIAL INDEX

Sept. 14	Sept. 13	1973 High	1973 Low
243.44	247.62	255.72 (12/1)	206.93 (22/5)

COMBINED INDEX

Sept. 14	Sept. 13	1973 High	1973 Low
224.47	228.45	240.25 (12/1)	206.53 (22/5)

JOHANNESBURG

	Sept. 14	Sept. 13	High	Low
Industrials	282.3	280.3	292.1 (10/7)	255.4 (12/9)
Gold	192.9	193.2	237.7 (5/1)	123.4 (10/4)

(1958=100.) Source: Rand Daily Mail.

MELBOURNE YIELDS

Av'ge yield on 50 Lending Stocks	Sept. 13	Sept. 6	Aug. 30
On Dividends	5.22	4.90	4.95
On Earnings	8.87	8.16	7.98

SYDNEY ALL ORD. INDEX

Sept. 14	Sept. 13	High 1973	Low 1973
483.18	484.50	[illegible]	469.46

HONG KONG INDEX⊕

Sept. 14	Sept. 13	High 1973	Low 1973
580.00	606.96	1,774.96 (9/3)	494.50 (11/1)

SINGAPORE INDEX §

Sept. 14	Sept. 13	High 1973	Low 1973
521.01	526.55	611.56	289.71 (4/3)

TOKYO NEW SE INDEX†

Base=100 January 4, 1968.

Sept. 14	Sept. 13	Div. %	Yield %
355.15	353.62	11.90	2.06

1973 High 422.43 (24/1) Low 340.11 (25/4)

EUROPE

	Sept. 14	Previous	1973 High	1973 Low
Belg'm(m)	130.64	130.06	142.33 (22/6)	125.11 (2/1)
Denm'rk(c)	123.38	123.93	128.66 (10/8)	120.28 (6/7)
France(hh)	85.9	85.9	86.9 (4/6)	79.3 (3/1)
Germany*	92.62	93.36	120.71 (23/5)	89.80 (27/7)
Holland(o)	146.0	146.1	171.9 (13/4)	144.1 (23/8)
Italy†	116.08	118.86	147.28 (13/6)	98.25 (16/2)
Sweden(p)	356.53	360.46	389.84 (10/7)	352.18 (6/9)
Switz'r'l'd**	355.6	340.5	400.1 (5/11)	338.8 (4/8)

* Herstatt Index Base Dec. 31, 1959. † Base 100 Jan. 3, 1973. ** Swiss Bank Corporation Index base 100 Dec., 1968. (c) Closed. (m) Base 1963. (o) Base 100 1963. (p) Base Dec. 29, 1956. (hh) Paris Bourse Committee, base 100 1961. (d) Base 100 January 1, 1973. † Base 100 Jan. 4, 1968. ⊕ Hang Seng Bank, base 100 July 31, 1964. § Straits Times Industrial, base 100 1966.

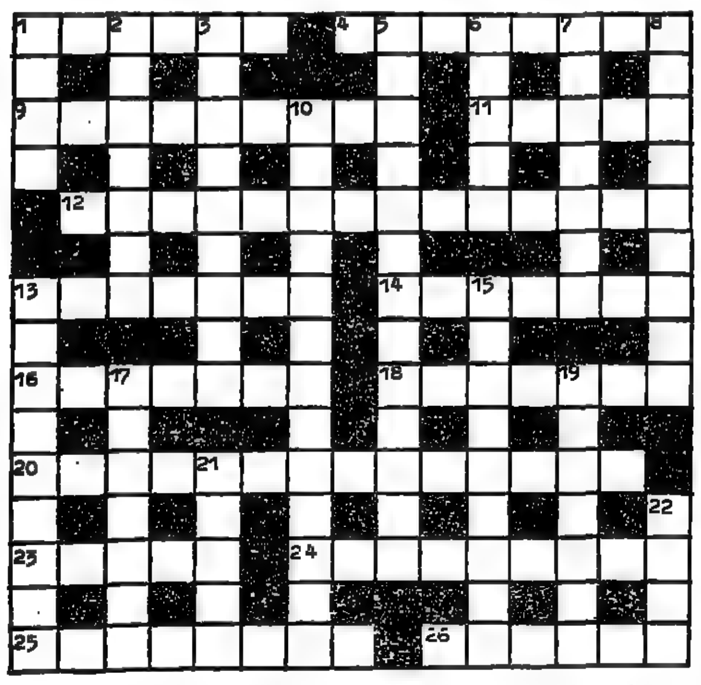
F.T. CROSSWORD PUZZLE No. 2,275

A prize of £3 will be given to each of the senders of the first three correct solutions opened. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10, Cannon Street, London, EC4P 4BY. Winners and solution will be given next Saturday.

Name ....

Address ....

....



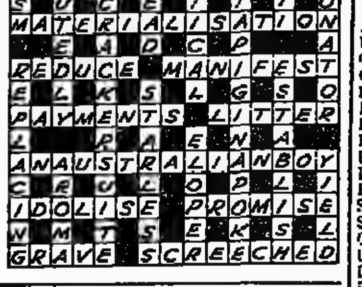
ACROSS

1 Bird beaten up and shot (6)
4 Article given to skinflint in a spray (8)
9 Crock an experienced reporter (3, 6)
11 Imagine daughter getting a lot of paper (5)
12 Betraying disposition of permit (7, 3, 4)
13 Colonist who pays the bill (7)
14 Fool for example has first class spear (7)
16 Sweet of deserted animal to get round artist (7)
18 Red caught on border by boy (7)
20 Sweet to go to school with dull-witted person (7, 7)
23 Chose to work with Mr. Heath (5)
24 Releasing tenancy with gusto (7, 2)
25 Difficult town in Herts for ironmongery (8)
26 Unemotional way round cover (6)

DOWN

1 Fool to continue (4)
2 Peculiar soldiers taking tea out of one of broken set (7)
3 Little to beat in winning nearly all the tricks (5, 4)
5 Face Bill has to use (4, 2, 7)
6 Amongst for example back biter (5)
7 Saloon goes in for female hair style (7)
8 Forgiving sortie made by engineers (9)
10 Brass-hat mixed up leader with no particular tradesman (7, 6)
13 Wine taken by clergy is sorry stuff (9)
15 Twist meaning of spray (9)
17 Story-teller gets about afterwards (7)
19 NE gales made a mess of African state (7)
21 Provide money for when we'd no adjustment to make (5)
22 Made a low sound they say in such state of mind (4)

SOLUTION TO PUZZLE No. 2,274



SOLUTION AND WINNERS OF PUZZLE No. 2,269

Following are the winners of last Saturday's prize puzzle:

Mr. C. Beardsmore, 10, Castle Road, Clevedon, Somerset BS21 7DE.

Miss D. M. King, 5, Oak Gardens, Edgware, Middlesex.

Mrs. R. West, 16, Hesketh Drive, Southport, Lancs.

RACING

Valuta's St. Leger

by DARE WIGAN

ALTHOUGH I am not one of those who seek to devalue the St. Leger—and feel that it would be sad indeed if the fifth and oldest of our classic races, and by far the most important event to be run in the North, were to continue to lose prestige—the fact is that to-day's field includes no horse that has captured the imagination of the public.

In the absence of any colt of the calibre of Nijinsky, who won in 1970, it is understandable, perhaps, that *Cavo Doro* should be favourite. After all, he was runner-up to Morston in the Derby, and though he finished a poor third to Miss Therese and Hurry Harriet over 1¼ miles at the Curragh a fortnight ago that was his first outing since Epsom and we have had the assurance of Lester Piggott, who rode (and bred) him that it would be a different story this afternoon (3.0).

On the other hand, I understand that Vincent O'Brien was disinclined to advance excuses, being emphatic that Cavo Doro had done plenty of work, in addition to which there is some doubt whether this son of Sir Ivor will stay 1¾ miles. Ragapan finished five lengths behind Cavo Doro at Epsom and, though he was second to Weaver's Hall in the Irish Sweeps Derby on June 30, he has not run since.

At the Curragh he was 1½ lengths ahead of *Buoy*, who got the better of *Duke of Ragusa* by three-quarters of a length in the Great Voltigeur Stakes run over 1½ miles at York on August 22. In the Ladbroke Derby Trial Stakes at Lingfield in June, Duke of Ragusa had finished three lengths behind *Projector*, who deputises for the injured Morston.

The form of the English and Irish runners is so conflicting that it is refreshing to concentrate on the claims of the French-trained *Valuta*, bred in England, by Busted, out of Revivre, a mare by Never Say Die, himself a St. Leger winner.

After finishing third to Rose Laurel and Simbir in the Prix Daru at Longchamp in April, Valuta won the valuable Prix Maurice de Nieuil over 12½ furlongs at St.-Cloud in July and the Prix Kergorlay over 1 mile and 7 furlongs at Deauville in August on the disqualification of Bonne Noel.

Valuta was meeting Bonne Noel on 6 lbs worse than weight for age, and Bonne Noel went on to win the Johnny Walker Ebor Handicap at York under 9 st 2 lbs. It seems to me that Valuta has the best credentials for to-day's race.

The final day of the Doncaster St. Leger meeting begins with the tote roll-up Nursery Handicap (1.45) for which my six for permutations are *Sin Y Sin, Take a Reef, Redfern, Majordomo, Longshot Riley* and *Galindo*. For the outright selection, I go for Longshot Riley who, with capable apprentice A. Curran claiming the 7 lbs allowance, carries only 7 st 13 lbs.

I was not alone in thinking that *Tudor Rhythm* was an unlucky loser of the Burmah Castrol Handicap at Kempton a fortnight ago, and I expect him to prove it by landing the Yellow Pages Autumn Cup Handicap (2.20). Certainly he appears to have the beating of *Golden Thorn*, judged on the Kempton running; and his earlier form, when conceding Summar Knave 16 lbs and beating him by a head in the Britannia Stakes at Royal Ascot, stands up to scrutiny. Indeed, I shall be surprised if he is beaten.

DONCASTER

1.45—Longshot Riley
2.20—Tudor Rhythm***
3.00—Valuta**
3.30—Turnkey
4.00—Reformed Character
4.30—Cumbernauld

LANARK

1.30—Balhousie
2.00—Golden Mallard
2.30—Pirate Bell
4.00—Native Rebel*
4.30—Comfortably Off

JOHANNESBURG

MINES

Anglo American Corp.	5.95	
Buffels	†16.50	
Charter	3.45	+0.10
Cons. Gold	†4.70	
East Dries.	6.90	−0.20
Elsburg	[illegible]	
Harmony	5.20	−0.05
Kinross	4.70	−0.05
Kloof	10.30	−0.20
Leslie	1.33	
Pot. Plats.	[illegible]	+0.10
St. Helena	†15.00	
South Vaal	6.10	−0.10
Goldfields SA	†23.00	−1.00
Union Corp.	†5.55	−0.05
De Beers Def.	6.00	+0.05
Blyvoors	5.90	−0.10
E. Rand Props.	6.30	+0.05
F. S. Geduld	17.35	+0.05
Harties	13.50	
President Brand	16.75	−0.25
President Steyn	†17.50	
Stilfontein	†3.55	+0.05
Welkom	†4.85	+0.15
West Dries.	†29.00	+0.50
Western Holdings	30.00	
Western Deep	†13.60	−0.40

INDUSTRIALS

African Explos. and Chem.	3.10	
Anglo-Alpha Cement	1.70	
Associated Furniture	†2.05	
Barlow Rand	3.77	+0.02
CNA Investments	†3.50	
Currie Finance	0.95	
Glen Anil Development	7.00	+0.40
Greatermans Stores	†4.90	
Guardian Assurance (SA)	1.65	−0.05
Huletts	3.40	
Imperial Cold Storage	2.30	
LTA	1.55	+0.05
McCodys Holdings	1.65	
Nedbank	6.50	+0.10
Nedfin	2.85	
OK Bazaars	7.85	
Ovenstone Investments	†1.70	−0.10
Premier Milling	6.10	
Protea Holdings	1.56	+0.04
Rand Mines Properties	†2.50	−0.10
Rembrandt Group	2.60	
Reynold's Bros.	3.50	
Sage Holdings	1.75	−0.03
Schlesinger Insurance	1.50	
Slater Walker (SA)	[illegible]	+0.02
Sorec	†2.10	
SA Distilleries and Wines	5.00	
SA Eagle Insurance	2.85	
SA Metrop. Life Assce.	†2.40	
Syfrual	2.90	+0.10
Tollman	†1.25	+0.05

NOTES: Overseas prices exclude $ premium. Belgian dividends are shown after withholding tax.
⊕ DM50 denom. unless otherwise stated. ⊕ Kr 100 denom. unless otherwise stated. ⊕ Pta 500 denom. unless otherwise stated. ⊕ Frs 500 denom. unless otherwise stated. ‡ Yen 50 denom. unless otherwise stated. a Florins. b Schillings. c Cents. d Dividend after pending rights and/or scrip issue. e Per share. f Francs. g Gross div. %. h Assumed dividend after scrip and/or rights issues. k After local taxes. m % tax free. n Francs: including Unilac div. p Net. s Div. and yield exclude special payment. t Indicated div. u Merger pending. * Asked. † Bid. § Traded. ‡ Seller. z Unofficial trading. x Assumed. xr Ex rights. q Share split.

OVERSEAS SHARE INFORMATION

Investment $ premium based on $2.00 per £1—29½% (30¼%). Conversion factor 0.8313 (0.8253).

NEW YORK

CANADA

GERMANY ⊕

MILAN

AUSTRALIA

AMSTERDAM

SWITZERLAND ⊕

PARIS

BRUSSELS

TOKYO ¶

STOCKHOLM

SPAIN ⊕

OSLO ⊕

COPENHAGEN

VIENNA

Source Nikko Securities, Tokyo.

STOCK EXCHANGE REPORT

Equities cautiously better again at end of Account

Index up 5.4 at 420.7 for week's net gain of 5.8

ACCOUNT DEALING DATES

Option First Dealings	Declarations	Last Dealings	Account Day
Sept. 3	Sept. 13	Sept. 14	Sept. 25
Sept. 17	Sept. 27	Sept. 28	Oct. 9
Oct. 1	Oct. 11	Oct. 12	Oct. 23

* "New time" dealings may take place from 9.30 a.m. two business days earlier.

Although the volume of trade failed to expand from recent low levels, the recent cautious improvement in prices of leading equities was continued yesterday—the last day of the Account. Up 5.4 at 420.7, the F.T. 30-share index took its rise over the past three days to 12.0 for a net gain on the week of 5.8. The better feeling in the market was particularly noticeable in the wider response share prices were making to good profit statements, while a slight increase in "new-time" demand for the Account starting next Monday was reported. However, there was no sign of any great confidence that the market was ready to turn sharply better, the uncertainties generated by the July August trade deficit and the latest batch of statistics showing no real slackening of the potential growth in the money supply saw to that.

Once again interest in secondary issues centred chiefly on recovery stocks and companies making trading statements, though the general firmness was reflected in rises in F.T.-quoted Industrials outweighing falls by one-to-three for the second successive day. Despite the increase in mortgage rates to 11 per cent. and the rise of ½ per cent. to 10 per cent. in U.S. prime rates, gilt-edged closed with widespread gains ranging to ¼. Golds failed to sustain Thursday's rallying tendency and closed a shade easier for choice after a quiet trade. The Gold Mines index shed 1.0 to 150.5 for a net fall on the week of 15.4, over 9 per cent.; all the loss occurred on Wednesday following the workers' riot at Western Deep.

Gilts behave well

British Funds resisted several bearish influences to close firmly. Last month's trade deficit coupled with the latest money supply figures ensured hesitancy at the opening and quotations were often lowered ⅛, mainly in the mediums and longs. Very little selling developed, however, and on persistent small demand, some of which was bear covering, prices improved. Neither the rise in the building societies mortgage rate nor the increase in U.S. prime rates halted this trend and the outcome was that widespread rises on balance of ⅛ were seen at the close. Trade in short-dated issues, especially Treasury 9 per cent., 1978, which gained ¼ to 91⅜, was more active than in longer-dated maturities.

The premium on investment currency drifted lower when small selling found buyers unresponsive and the close was 1½ down at 29½ per cent., after 29¼. Yesterday's USE conversion factor was 0.8313 (0.8253).

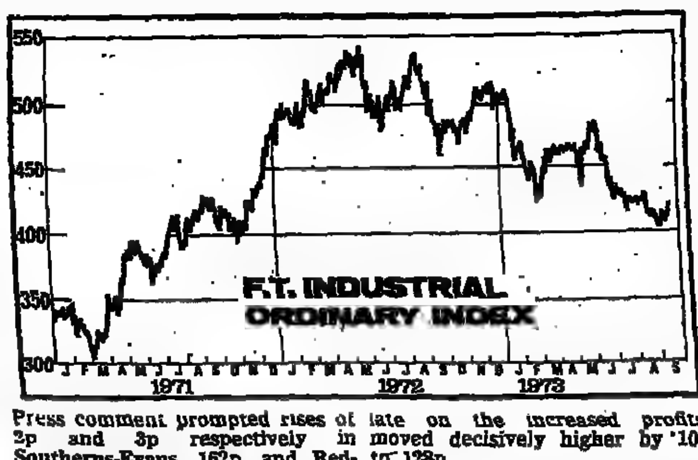
Recent issues closed quietly firm with J. Sainsbury 2p up at 173p and C. H. Beazer 4p better at 143p, both 1973 "highs."

Banks quiet

Lack of any follow-through interest eventually saw leading Banks lose early 4p improvements and close generally easier for choice. Barclays and Lloyds both ended 2p cheaper at 342p and 262p respectively, while Midland closed unaltered at 340p, as did National Westminster, at 332p. Bank of New South Wales, 10p up at 510p, led Australian issues into higher ground. Fresh buying in a thin market left Arbuthnot Latham 20p higher at 380p in Merchant Banks. Speculative demand erupted once more for Slater Walker, which added 3p to 158p, but Schroders fell 10p to 610p; the latter's interim results are due next Thursday. In Hire Purchases, Mercantile Credit hardened 2p to 83p and UDT 4p to 108p.

Insurances were again firm with buyers still interested in Sun Alliance, up 4p more at 418p for a rise on the week of 32p.

Buildings moved into higher ground with the help of "cheap" buying and bear closing. London Brick improved 4p to 65p, while rises of a similar nature were recorded in Rugby Portland Cement, 83p, Associated Portland Cement, 197p, and Marley, 92p. Bovis continued to pick up from recent weakness on the interim figures and the chairman's resignation regaining 4p more to 230p, but still down 12p on the week.



Press comment prompted rises of 2p and 3p respectively in Southerns-Evans, 162p, and Redland, 93½p, while fresh speculative demand left Mann-Abell 7p higher at 160p. Vic Hallam reacted 5p to 172p following the revised cash offer of 175p a share from M. L. Meyer, 5p up at 110p; Austin-Hall moved up 9p to 132p. After the announcement that Unilever does not intend to increase its bid, Ellis and Everard dropped 9p to match the current offer of 200p a share cash.

Initially up to 245p, ICI came back to close 1p easier on balance at 242p. Crystalate held at 15p after the interim figures, while Coalite and Chemical hardened 1p to 24½p.

Stores made another firm showing in quiet trading. Marks and Spencer put on 2p more to 268p while UDS ended 1½p up at 114½p. Mail Orders were supported with 4p improvements taking place in Empire, 232p, and Freemans, 270p. Grattan Warehouses added 7p to 179p while further consideration of the results helped MFI Warehouses harden 2p to 119p.

Although business still left much to be desired in leading Electricals, buyers became more in evidence, and GEC, helped by "new-time" demand, improved 4½p to 146½p. A firm market of late on the good results and major defence contract, Plessey gained 3p more to 124p for a rise over the week of 10p. Elsewhere, AB Electronic, a firm market of late on the increased profits, moved decisively higher by 10p to 128p.

Tube Investments reclaimed buyer's attention after Thursday's modest reversal and closed 11p up at 386p, a rise of 26p since Wednesday's excellent interim results. Other Engineering leaders made only moderate improvement, GKN rising 3p to 297p and Vickers a similar amount to 139p, but second-line issues gained ground. Demand in a market none too well supplied with stock lifted Ayrshire Metal 4p to 33p, after 34p, while Capper-Neill, 43p, and Stone-Platt, 85½p, advanced 3p apiece. Redman Heenan returned to favour at 21p, up 1½p, and Laird Group put on 1p more to 75½p following fresh investment recommendations. Against the trend, Hopkinsons were lowered 10p to 395p, James Neill fell 4p to 86p and Thomas Robinson 3p to 74p. In Machine Tools, Jones and Shipman edged forward 1p further to 106p, influenced by the interim results, but Wadkin fell 5p to 114p on the first-half statement. Shipbuildings remained firm, Swan Hunter closing 2p higher at 162p, after 168p, and Hawthorn Leslie 3p better at 113p.

Foods tended to improve. Rowntree Mackintosh followed Tuesday's 9p rally with a further rise of 5p to 148p helped by speculative buying on the feeling that the company could be vulnerable to a takeover bid after the recent share price weakness on the cocoa dealing loss. Cadbury Schweppes improved 2½p to 60p and Cavenham a similar amount to 143p while, outside the leaders, Anglian Food put on 2p to 36p. Unmoved the previous day by the profits rise, Ladbroke came in for demand and rose 7p to 173p. Elsewhere in Hotels and Caterers, Trust Houses Forte, 174p, also improved 7p, while J. Lyons "A" added 4p at 346p.

Bowater good

Leading Miscellaneous Industrials continued in firm vein and were featured by Bowater, which advanced 7p to 178p in a fair business. Reed International added 5p at 260p and Boots 2p at 275p. Reckitt and Colman picked up 4p more to 299p to leave a loss on the week of only 3p following the disappointing half-year results. After the previous day's 9p rise, Hanson Trust gained 4p more to 124p on the £11m. deal with Cummins Engine. Stonehill Holdings recouped 10p at 160p, which still leaves a fall of 34p on the week as a result of the breakdown in bid talks. IC Gas gained 12p to 662p. Jardine Mattheson were a better market at 675p, up 17p. In marked contrast, A. Gallenkamp retreated 12p to 158p on adverse Press comment on the results. Channel Tunnel, after the recent advance on the Government's approval of the project, closed 23p down at 195p, after 185p, on end-Account profit-taking.

Lex Service provided an outstanding dull feature at 76p, down 9p, after the interim figures and the chairman's cautious statement about the company's prospects. Pending fresh developments in the bid situation, Mann Egerton hardened 1½p to 196p; Inchcape closed 3p lower at 647p.

Thomson Organisation staged a strong revival when buying ahead of the interim results, due on the 27th of this month, encouraged demand of a more speculative nature, which pushed the price up 16p to 212p. Elsewhere in Newspapers, Pearson Longman rose 6p late to 167p in response to the half-yearly figures. News International rallied 4p to 160p. Among Paper/Printings, Inveresk advanced initially to 62½p, still on bid speculation, before easing on end-Account profit-taking to close slightly cheaper on balance at 60½p.

Leading Properties saw a reasonable business, although initial small gains were usually lost later. Law Land, after recent firmness on the large revaluation surplus, shed 3p to 140p. Among second-line issues, Greensitt and Barratt moved up 11p to 126p, while speculative interest in Country and New Town, 47p, and Hammerson "A," 595p, left them 5½p and 15p higher respectively.

Leading Oils were again neglected and unchanged on the overnight levels; the tension in the Middle East following the Israeli-Syrian air battle had no apparent impact on sentiment. Among secondary issues, Tricentrol ran into some end-Account stock and closed 4p down at 170p, but Berry Wiggins picked up 3p at 116p. The Canadian-domiciled, Geoquest, were raised 5p to 85p.

Shippings made a firm showing with P and O Deferred again prominent at 298p, up 8p, and making a two-day advance of 14p. British and Commonwealth also attracted a fair interest and added 9p more to 261p for a two-day rise of 16p. "Lofs," 3p higher at 96p were wanted following the £17m. shipbuilding order awarded to the Austin and Pickersgill subsidiary by P and O, while Lyle ended similarly better at 125p after the higher half-year profits.

Triumph sold

Press comment on the current court action over the sale of its Mayfair property brought about a relapse in Triumph Investment Trust; opening slightly easier at 73p the shares eased back to a 1973 "low" of 65p on nervous selling, before the chairman's statement at the AGM left them slightly steadier at 68p for a net loss of 7p. On the other hand, Caledonia Investments continued to rise on buying in a thin market and closed another 6p up at 261p for a rise on the week of 19p. Abercom Investments rallied 8p more to 273p and Jessel Securities put on 5p further to 82p. Speculative interest persisted in Grendon Trust another 4½p up at 257½p, to record a 28½p advance on the week. Dissatisfaction with the interim results, however, prompted selling of Crest International Securities which gave up 8p to 80p.

A small selective demand left Nottingham Manufacturing 2p better at 91p, after 93p, and Tootal 1½p higher at 38½p in quietly firm Textiles.

A fair investment interest was shown yesterday in "Imps," which closed another 1p up at 90p, ahead of the shares going ex-dividend on Monday.

Plantations failed to attract much interest but closed with a firm bias. Kuala Lumpur-Kepong hardened 1½p to 139½p while small demand in a restricted market left Bukit Mertajam up another 1p to 42p for a two-day improvement of 6p.

Golds quiet

Gold shares moved narrowly in quiet end-Account trading. The Gold Mines index was showing a loss on the week of 15.4 to 150.5 after having been down to 148.9 on Wednesday following news of the shooting at Western Deep. On that day, the shares of the latter fell 55p to 720p before recovering to 770p on Thursday and easing to 760p yesterday; asked to comment on rumours of further disturbances at the mine a company spokesman said yesterday that work was proceeding normally at the two shafts.

The sharply increased final dividends from the Anglo American group OFS mines made some impact on sentiment generally and Free State Geduld gained 10p to 970p. President Steyn's payment, however, was regarded as disappointing and the shares fell 25p to 945p. The latest Union Corporation group dividends were not known in market hours.

Financials moved narrowly. Platinums brightened following the rise in the producer quotation for the metal, although it should be noted that the increase applies only to the sterling price. Potgietersrust gained 7p to 195p and Bishopsgate were 5p up at 132p. Transvaal Consolidated Land rose 15p to 540p.

A feature of a quiet Australian group was Pancontinental which reached a high of 45p before closing 7p up at 44p on further consideration of the new uranium find in the Northern Territory.

Helped by the strength of the copper price, Zambian issues regained some more ground with Roan Consolidated Mines moving up 25p to 295p; they had been down to 220p on September 5.

Elsewhere, further interest was seen in London Tin which put on 4p to 159p while Beralt hardened to 29p. Canadian buying lifted Sabina 5p to 68p.

FINANCIAL TIMES STOCK INDICES

—	Sept. 14	Sept. 13	Sept. 12	Sept. 11	Sept. 10	Sept. 7	A Year ago
Government Sec.	63.43	63.21	63.40	63.48	63.49	63.36	71.07
Fixed Interest	63.75	63.78	63.79	63.87	63.97	63.80	73.20
Industrial Ordinary*	420.7	415.3	413.0	408.7	411.1	414.9	503.3
Gold Mines	150.5	151.5	148.9	156.5	161.1	165.9	99.7
Ord Div Yield %	4.51	4.57	4.59	4.64	4.60	4.56	3.26
Earnings Yld% (full) (a)	10.18	10.25	10.30	10.34	10.27	10.17	*5.04
P.E. Ratio (net) (a) (b)	13.46	13.30	13.23	13.19	13.29	13.41	†19.83
Dealings marked	6,241	5,824	59.55	5,902	6,876	5,685	10,294

*10 a.m. 418.5 11 a.m. 418.3 Noon 419.1 1 p.m. 418.9 2 p.m. 419.3 3 p.m. 419.5

Latest index 01-246 8026.

(a) Based on 50 per cent. corporation tax. (b) Nil=13.22. † On old basis.

HIGHS AND LOWS

—	1973 High	1973 Low	Since Compilation High	Since Compilation Low
Govt Sec.	73.08 (22/1)	63.16 (6/9)	127.4 (9/1/35)	63.16 (6/9/73)
Fixed Int.	73.83 (23/1)	63.67 (6/9)	150.4 (28/11/47)	63.67 (6/9/73)
Ind.Ord.	509.5 (10/1)	404.8 (5/9)	543.6 (19/5/72)	49.4 (26/6/40)
Gold Mines	203.6 (6/7)	93.6 (19/1)	203.6 (6/7/73)	43.5 (26/10/71)

S.E. ACTIVITY

—	Sept. 14	Sept. 13
Daily—		
Gilt Edged	141.5	109.2
Industrials	194.5	194.1
Speculative	137.3	128.4
Totals	135.5	132.6
5-day Ave—		
Gilt Edged	133.9	130.7
Industrials	199.3	201.5
Speculative	118.6	117.6
Totals	137.8	137.7

Basic 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Ind. Ord. 1/7/35. Gold Mines 12/9/55. S.E. Activity July-Dec. 1942.

FT—ACTUARIES INDICES

	Sept. 14	Sept. 13	Sept. 12	Sept. 11	Sept. 10	Sept. 7	A Year ago
Industrial Group	168.74	167.29	166.32	165.79	166.92	166.91	204.52
500 Shares	177.09	175.76	174.87	174.46	175.66	175.80	213.40
Div. Yield pc.	4.27	4.31	4.33	4.34	4.31	4.30	3.36
P/E Ratio (net)	14.47	14.38	14.31	14.30	14.44	14.46	17.69
All Share	175.88	174.51	173.79	173.31	174.47	174.25	212.28
Consols Yield pc.	11.69	11.75	11.68	11.67	11.67	11.73	9.66

†On old basis.

AUTHORISED UNIT TRUSTS (p★★★)

(g) Abacus Arbuthnot Ltd.

Discretionary Unit Fd. Managers

(a) (g) Jessel Britannia Group

(a) (g) National Group

Scottish Securities Limited

[illegible]

[INSURANCE, PROPERTY, BONDS PRICES PAGE 27]

OFFSHORE AND OVERSEAS FUNDS (p★★★)

Albany Management Co. Ltd.
Utility Hs. PO Box 463, Hamilton, Bermuda
Albany Fd. Ltd. $11.88 12.88 ...... 1.00

Amer. Express Inv. Mngmt. Co.
154 Edward St., Brighton. U.K. BN1
Am. Ep'ssInt.Fd. $9.01 9.60 +0.08 —

Australian Inv. Man. Group
P.O. Box 1811, Hamilton, Bermuda.
Prop.BdsAustIns. A$8.60 ...... —
Sterling Fund A$3.48 ...... —
U.S. Dollar US$2.95 ...... —
Prop.Bo'ds of Aust A$1.25 ...... —

Australian Selection Fund N.V.
Lond. Agent, Southern Cross Mngmt. Ltd. 65, London Wall, E.C.2.
U.S. $10 Shares US$6.50 ...... —
Next subscription day Sept. 20.

Banque de Bruxelles S.A.
2 rue de la Regence B 1000, Brussels.
Fd. Fiducem BF 1,115 1,164 ...... 2.81
Renta Fund LF 1,980 2,041 ...... 8.22
Rento Cap LF 3,323 3,534 ...... Cap

Banque de l'Union Parisienne
6-8 Bld. Haussmann, Paris 9e.
Tokyo Valor $15.40 ...... —

Bk. of London and S. America Ltd.
40-66, Queen Victoria St., E.C.4. 01-248 9822
Alexander Fund US$9.43 ...... —
Hanseman Bldgs. US$5.137 ...... —
Stanhope Trans US$12.65 ...... —
Net asset value Sept. 11.

Barbican Managers (Jersey) Ltd.
PO Box 63, St. Helier, Jrsy., C.I.
Europ'n (Ster) Fd. 82.8 89.5 ...... —

Barclays Unicorn Isle of Man Ltd.
11, Parliament St., Ramsey. Tel. 3351
Isle of Man Trust 47.0 49.5 ...... 6.05
Prices at Sept. 14.

Barclaytrust Frontier Mngmt. Ltd.
PO Box 1255, Hamilton, Bermuda.

[illegible]

COMPANY NEWS

Pearson Longman £3m. ahead at midway

ON A TURNOVER some £7m. ahead at £37.77m., taxable profits of the Pearson Longman group have expanded from £5,076,000 to £8,029,000 in the six months ended June 30, 1973.

The interim dividend is 1.4p net per 25p share—equal to 2p gross, compared with 1.875p for 1972. The total for that year was 5.775p, paid on profits of £11.79m.

Providing for tax and minorities the first half attributable balance emerges at £4.11m., compared with £2.78m., as shown in the table.

	Half-year 1973 £000	1972 £000
Turnover	37,777	30,741
Profit before tax*	8,029	5,076
Taxation:		
U.K.	3,231	1,743
Overseas	236	274
Associates	369	231
Total tax	3,836	2,248
Net profit	4,193	2,828
Minorities	80	45
Attributable	4,113	2,783
Dividends	568	798

* Including £803,000 (£388,000) in respect of associates.

The rate of U.K. tax has been assumed to be 50 per cent. from April 1, 1973. U.K. tax for the first half of 1973 has been calculated at the estimated average rate for the year as a whole compared with 40 per cent. in 1972.

No account has been taken in the interim figures of differences which would arise on reconverting net assets in overseas currencies at the exchange rates ruling on June 30.

The group, a subsidiary of S. Pearson and Son, publishes the Financial Times and Westminster Press provincial newspapers. It is also involved in the publishing of books and periodicals.

Slater Walker Australia first half

Net first half 1973 operating profit of Slater Walker Australia amounted to $A859,000, compared with $1,047,000 in the 1972 period, after tax and minorities and after $3.7m. provisions and abnormal charges.

The tax charge was $320,000 ($290,000) and minorities took $61,000 ($109,000).

The $3.7m. figure comprised the following provisions and abnormal items in the accounts of DHA Pharmaceuticals — non-recurring costs in connection with termination of certain operations $1,845,000 and amounts set aside for possible future write offs $1,876,000.

Capital and extraordinary items and realisation of goodwill on consolidation not included in the operating profit amounted to $4,731,000 ($240,000).

Turnover was about 35 per cent. lower. An interim dividend of 3.5 cents per share is declared and a final of not less than 3.5 cents is forecast.

Ilford profits improve

BEFORE exceptional items, Ilford achieved a trading profit of £2,088,000 in the year 1972, over £1.2m. higher than the £826,000 of 1971. Turnover increased from £30.5m. to £34.1m.

Manufacturers of photographic materials, the company is owned by Ciba-Geigy, of Basle

Exceptional credits total £1,104,000 (debit £3,037,000) to give a pre-tax profit of £3,192,000, compared with the previous loss of £2,211,000. Tax takes £766,000 (credit £374,000). The profit was struck after depreciation £1,504,646 (£986,372).

The directors point out that in 1971 there was a write-down of silver stocks due to the price ruling at December 31, 1971, and a provision for possible losses on forward contracts was also included.

The use of silver in 1972 at this price accounted for £1,127,000 of the 1972 pre-tax profit, they explain.

The 1972 profit also includes profits arising from conversion of overseas debtors into sterling at exchange rates ruling at balance-sheet date. As a result of subsequent movements in rates, part of the profit—estimated at £394,000—will not be realised, the directors add.

The directors have also issued an interim statement of unaudited results for the six months ended June, 1973, reporting turnover of £20.27m., an increase of 28 per cent. over the corresponding figure of £15.8m. for 1972, with a high proportion in export markets. Consolidated profits before tax for the six months were £2.05m., compared with £1m.

Commenting on the significant improvement in profitability, chairman, Mr. A. A. S. Rae said that 1972 showed the first substantial financial benefits arising from the modernisation programme. The continuing rise in the cost of raw materials, however, could well be reflected in the results for the second half of 1973, he added.

HAT Group set for records

THE FUTURE rate of expansion planned by the HAT Group, specialist sub-contractors to the building industry, "is almost breathtaking," chairman Mr. A. C. V. Telling said at yesterday's meeting in Bristol.

Recalling the remark in his annual statement that another record year was in prospect, he reported that July produced the highest month's net trading profits in the group's history, meaning that the first five months' trading in the current year in total was at a record level.

Mr. Telling disclosed that in the new products division, within the next few weeks, it was hoped to finalise an entirely new sub-contracting package service to the construction industry. This meant that, if it is finalised, the group could offer the general contractor "a comprehensive means of sub-contracting his in situ concrete structures."

"While last year was the most exciting and successful in the history of the group to that date, I think there are equally, if not more, exciting periods ahead of us." Mr. Telling added.

Shareholders approved the proposed one-for-three scrip issue to Ordinary holders.

Confidence at Unigate

WHILE making no forecast for the year, Sir James Barker, chairman of Unigate, the milk, foods and transport group, told the annual meeting in London: "I am satisfied that so far as it lies within our power, we can face the future with confidence."

The curent year from April 1, had started well, he confirmed and international sales were good.

Referring to last year's increase in pre-tax profit from £13,264,000 to a record £13,695,000, after a first-half setback, Sir James commented: "We did not do as well as planned and as I had hoped, but the main thing is that our troubles are behind us now and are unlikely to recur."

Mr. D. Hood, chairman of the Milk Division, described sales of Farmer's Wife products as "very encouraging"—it was intended to maintain doorstep deliveries. The division was "very much on course."

Mr. J. Clement, chairman of the Foods Division, told shareholders the Cow and Gate section was doing well. The division had an extensive expansion programme.

Mr. H. M. Newton-Clare, chairman of the Meat Division and of Scot Bowyers — acquired last December—said he intended to sustain a profit growth which would cease to dilute Unigate's earnings. He expected the continuing market buoyancy for cooked meat products to continue into next year. The division was exploring acquisition possibilities in Europe.

At the extra-ordinary meeting, shareholders approved a proposed new share incentive scheme for senior employees and executive dirctors. Implementation of which will depend on the Government withdrawing its ban on issues under such schemes.

RTZ plans Accumulating Ordinary

The directors of Rio Tinto-Zinc Corporation have decided to submit proposals which, if approved, will enable holders of Ordinary shares, who so elect, to convert into Accumulating Ordinary shares.

They explain that consequent upon the tax changes on April 6, it is possible to give holders a right to receive additional shares in lieu of dividend without a resultant liability to income tax.

On each occasion an Ordinary dividend becomes payable, holders of Accumulating shares will receive additional Accumulating shares, credited fully paid, save that, in order to preserve the trustee status of the Ordinary, an amount of 0.1p per share out of the first dividend paid in any calendar year will be paid in cash. If approved, these arrangements will apply to the interim in respect of 1973 due to be declared on September 19.

Details, together with notice of an extraordinary meeting to be held on October 17 and a form of election for conversion, will be despatched on September 24—such forms will have to be lodged not later than October 24. Thereafter there will be an annual opportunity either to convert Ordinary into Accumulating shares, or on the other hand to convert Accumulating shares into Ordinary.

Tor Trust lifts total to 19½%

NET REVENUE for the year to July 31, 1973, of Tor Investment Trust amounted to £190,370, compared with £191,269 for 1971-72, after increased tax of £44,716, against £8,735.

Gross income from investments was £282,672 (£278,718), plus deposit interest £46,384 (£11,327) and underwriting commission £590 (£193) making £329,646 (£290,238).

A final dividend of 7.7 per cent. net, or 11 per cent. gross on the Income shares, raises the total from 18¼ to 19½ per cent. Holders of the Capital shares accordingly receive 1.365 per cent. net, or 1.95 gross (1.85) per cent. Cost of dividends is £173,219 (£192,795 less £1,860 tax deducted and retained).

Net asset value per 25p Income share was 51.83p (52.24p), and per Capital share 203.25p (213.2p) including the full dollar premium of 32¼ (17) per cent. in both cases.

Further difficulties forecast for the housing market

FINANCIAL TIMES REPORTER

NEW DIFFICULTIES would soon arise in the housing market as a result of current mortgage restrictions and falling property prices, Mr. W. A. Mackridge, president of the Federation of Master Builders, warned yesterday.

He told the annual conference of the federation's North-West region at Llandudno that the supply of money to building societies could now be expected to increase. As this happened, the demand for housing would increase, but prices would start to rise again, because fewer homes had been started and completed during the present period of uncertainty, he said.

Mr. Michael Latham, director of the House Builders' Federation, said in Northampton yesterday that a continuing flow of funds for prospective house-buyers was essential to the buoyancy of the house-building industry. The Federation regarded the Chancellor's move earlier this week on interest rates as an "acceptable compromise."

Although conceding that times were difficult for intending house-buyers, Mr. Latham said he was convinced that those who could get mortgages and were able to afford a net rate of interest of 7 to 8 per cent. after tax relief should waste no time in buying.

"Prices of new houses may rise steeply if Government proposals for a land hoarding charge and compulsory contributions for off-site services go through as they stand," he added.

U.K. grou[p] opens soft drink pla[nt] in Austria

Financial Times Reporter

CADBURY SCHWEPPES [to]day opened its first soft [drinks] plant in Austria, which [cost] £700,000 to construct. It is [owned] jointly by Cadbury an[d the] Italian drinks group, [Martini &] Rossi—their first joint ve[nture].

Cadbury has been mark[eting a] limited range of soft dri[nks in] Austria through a distribu[tor for] several years. The new [plant] will allow the company [to pro]duce twice the amount no[w] sold in that country. A s[ubstan]tial marketing campaig[n will] begin shortly in an atte[mpt to] boost Cadbury's share [of the] £75m. Austrian soft [drinks] market.

The plant, covering [...] square metres, is already [capable] of producing 20,000 bot[tles an] hour. Its range of produ[cts will] include tonic water, bitte[r lemon] and other mixer drinks.

Major exercise to test sea disaster plans

BY JAMES McDONALD, SHIPPING CORRESPONDENT

A MAJOR maritime disaster and oil pollution exercise is to be held off the approaches to the Humber next Thursday. It will test the efficiency of plans for rescue of survivors and handling of casualties, exercise fire-fighting facilities and test anti-oil pollution measures and salvage operations, the Department of Trade and Industry announced yesterday.

There will be a simulated collision between a North Sea passenger ferry and a large oil tanker which will result in the "sinking" of the passenger ship and a "fire" on the tanker, with "serious oil pollution" on the sea. During the exercise unrelated incidents will be introduced which will pose new problems. Oil pollution will be simulated by fluorescent dye.

The search and rescue aspect will be handled by the Coastguard, while the fire-fighting, anti-oil pollution and salvage operations will be controlled from the DTI marine survey office at Hull. A wide range of services and organisations will take part, including the three Armed Services; the Royal National Lifeboat Institution; fire brigades; police; Customs and Immigration; ambulance services; shipping lines; nature conservancy and voluntary services; DTI marine surveyors; the British Transport Docks Board; and the Departments of the Environment and Agriculture, Fisheries and Food.

About 500 people will be involved in the exercise. Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, will attend and will be flown over the area.

Corporation Tax may ri[se] in Guernsey

By Our Own Correspon[dent]

GUERNSEY, Se[pt. 14].

GUERNSEY PARLIAME[NT will] be asked on Septembe[r ... to] increase corporation t[ax and] duties on annual retur[ns of] locally registered co[mpanies] from next year.

The Advisory and [Finance] Committee to-day recon[mends] that corporation tax sho[uld rise] from £200 to £300 per [company] a year, and annual retur[n duties] should go up from £25 t[o ...].

Last year, Guernsey [received] over £80,000 in corpora[tion tax] and £55,000 in annual [return] duties. The proposed i[ncreases] will raise at least £110,0[00] of extra revenue, says [the Com]mittee.

Jersey is to announce [similar] proposals next Tuesday [as the] two islands have an a[greement] to act in unison in these [matters] to avoid inducing comp[anies to] move from one island to [the other].

Journalists seek £15 pay rise

By Noel Howell, Labour Reporter

LEADERS of 9,000 provincial newspaper journalists in England and Wales yesterday tabled their biggest pay claim.

As predicted in the Financial Times, the National Union of Journalists is seeking £15 a week all round increases for provincial senior journalists, an additional £5 a week rise for members working within 50 miles of London, and £1,400 a year rises for the 80 or so journalists in the London offices of provincial newspapers.

The Newspaper Society, which represents provincial newspaper employers, yesterday promised a reply to the claim on October 8, but reminded NUJ negotiators of the limitations of Government policy.

Provincial journalists are one of a number of groups of workers whose current negotiations will be affected by Phase Three limits.

The provincial journalists' present two-year pay deal—agreed on the brink of a strike in December 1971—expires at the end of the year. Increases under the second stage of the deal were delayed three months earlier this year by the Phase One freeze.

If conceded in full, the new claim would mean almost 50 per cent. increases in basic rates for some journalists, and take senior basic rates to between £46.75 a week on small weekly papers and £52 a week on large provincial dailies. The present London Newspaper Society minimum is £2,197 a year, and the £1,400 claim would overhaul the minimum rate now paid on Fleet Street newspapers.

The union is seeking a 12-month deal and wants the two year standstill on "house" pay negotiations in individual newspaper offices ended.

For the 2,000 trainee journalists the union is seeking additional improvements, together with an extra week's holiday and shorter working week for all provincial journalists.

Yesterday the NUJ warned of a fall-off in the recruitment of trainee journalists, and drew the attention of the Newspaper Society to the buoyant profits in the industry.

CRANE DRIVERS STRIKE AT HULL

More than 100 quayside crane drivers at Hull went on strike yesterday. The docks Board is offering alternative jobs to 25 men, who it says are surplus, following the closure of two old docks, but the crane-drivers claim that the men are being made redundant. They are expected to return to work on Monday.

REVVO CASTORS PROTEST WALKOUT

About 60 per cent. of the 200-strong work force at Revvo Castors, Christchurch, Hants., stopped work yesterday in protest against working conditions and a new bonus scheme. Workers claimed at a meeting that machinery was "old and inadequate," and called for better safety measures.

CIR PROBE INTO BARGAINING RIGHTS

Bargaining arrangements at John Joyce, Hartlepool turf accountants, are to be investigated by the Commission on Industrial Relations. The National Industrial Relations Court ordered the inquiry after the Union of Bookmakers' Employees applied for sole bargaining rights.

Oil rig-makers peace talks fail to start

BY OUR OWN CORRESPONDENT

SOUTH SHIELDS, S[ept. 14].

FORMAL TALKS due to-day aimed at ending the month-long strike of 240 workers at the Howdon Yard of William Press Production Systems, which manufactures oil rig equipment, did not even start.

Union leaders who turned up for the meeting were angry.

They alleged that the company had about-faced on a formula agreed earlier this week by refusing to have shop stewards in the discussions. Full-time union officials would not talk without the shop stewards. Contact between the two sides was limited to some informal talking.

The reaction of local union leaders was to send a letter to the chairman of the William Press group asking him to intercede to obtain a settlement.

The stoppage is over a claim for bad weather money. The strikers meet on Monday to consider the latest turn of events. "I have the feeling that this is now going to be a long issue," said Mr. Ken Cairns, a district delegate of the Boilermakers' Amalgamation.

William Press, in a statement after to-day's abortive meeting, said that on Wedn[esday a] director had offered to [meet Mr.] George Arnold, chairm[an of the] local Confederation [of Ship]building and En[gineering] Unions, and the ap[propriate] full-time officials.

FEATHER TO [BE] SHOP UNION LIFE MEMBE[R]

Mr. Vic Feather, wh[o retired] last week as general [secretary] of the TUC, is to be m[ade a life] member of the Union [of Shop,] Distributive and Allied [Workers] at a presentation d[inner in] London next Tuesday.

Mr. Feather began w[ork at the] Bradford Co-operative [Society] after giving up a schol[arship to] help support his family[, and has] almost 50 years' unbro[ken mem]bership of the union.

BONUS DISPU[TE]

Production stopped [at] Courage (Eastern) Br[ewery,] Maidstone, Kent, yester[day when] 180 production and [...] workers went on an [...] strike over a bonus dispute.

CREDIT CARDS

FINANCIAL TIMES REPORT

Symbols of the change in spending patterns

BY JAY PALMER

No one has quite got around claiming—at least all that audibly—that future historians looking back on Britain in the late 1960s and early 1970s will refer to it as the age of credit. But all the same the possibility is not so far fetched as it might seem; after all, the past ten years have virtually seen the death of the traditional view that credit is somehow evil and it has seen the clearing banks join the company of finance houses and retailers in exhorting the public to make use of available facilities — moves which have contributed to change the spending patterns of a country.

No longer would Micawber gain a sympathetic hearing if he pointed out that an expenditure of 102½p coupled with an income of 100p equals misery. To-day inflation plus the almost continuous barrage of credit literature supports the view that an income over and above expenditure equals eventual misery but an expenditure equal only to income plus maximum available debt equals happiness.

Of course credit is becoming of increasing importance but let us not pretend that it is anything new. It has always been available—perhaps only openly to those who did not heed it and in the back streets at horrible rates to others—and it is really only the forceful presentation and general acceptance which is new. All the same that is quite a change: gentlemen of the 18th century who had not paid their tailors might not have pleaded inflation accounting but they would certainly not have broadcast the state of their debts. To-day just about the opposite rules with organisations of all kinds pleading with those who do not have credit to acquire some.

One of a number of "Barclaycard" buses running on provincial routes.

In the forefront of this league must come the clearing banks which, although not perhaps the largest direct suppliers of consumer credit, have certainly undergone the swiftest transformation. Fifteen or even ten years ago the idea of a would-be borrower approaching a bank on bended knees for money was a common one and the idea of credit cards was dismissed as un-British and immoral. And then suddenly things changed and the gates were opened.

First home grown

Symptomatic of this was the introduction by Barclays Bank of Britain's first home grown credit card—Barclaycard. That was just over six years ago. More recently a consortium made up of the other big three clearers emulated Barclays with their joint introduction of Access.

Before Barclaycard came on the scene, the choice of credit cards in Britain had been virtually limited to American Express and Diners Club. They were very different kinds of operations from what we now accept as the norm; they were aimed specifically up-market at the rich or expense account happy executive as a "convenience" card rather than a "credit" card—and if anything they still lean that way.

And that was really quite apt because the term credit in this context was something of a misnomer since the then cards involved only very short-term borrowing. The card simply entitled the holder to sign bills without any theoretical limit, with the company presenting one account monthly which had to be paid.

Two main factors

But there was still some credit facility involved and first, Barclaycard and then, Access, took this one stage further. Unlike Amex and Diners Club, they aimed to make the bulk of their profits out of actually lending the card holder long term funds at high interest rates. Of course the holder could clear his account monthly, avoid interest charges, and simply use the card for its convenience factor.

But that is not how things are panning out as the many retailers of all shapes and sizes who have started their own in-house cards discovered. It is not as if they mind for in-houses cards are presumed to contribute to two main factors. First, that the holder will be far more liable to return again and again to the particular shop or chain of shops whose card he holds. And secondly, that in addition to this extra loyalty, he will be far more "vulnerable" to impulse buying.

And the retailers are not alone in moving in on the credit card scene. Organisations of all kinds involving impulse decisions (like the bookmakers) and high customer mobility (hotels, car hire and cable companies) are finding that the creation of an in-house card leads to extra business.

But let us return to the normal credit card type operation and see how it differs from the retailer's in-house card scheme. All of the big four schemes involve the card company placing a small levy on the retailer—most usually calculated on a per transaction basis. But in none of the cases is this where the profit comes from—American Express and Diners Club make their profit on the annual charge to card holders and Access and Barclaycard make theirs from the high interest levied on the debt. But nevertheless all four rely quite considerably on the appeal of the convenience factors involved.

From the retailer's point of view the credit card can, and often is, regarded as a direct alternative to the standard "send-the-account" type operations. In other words he will now have the choice of offering customers continued monthly facilities in much the same way as he always did with the added advantage that an interest charge and repayments rules can be automatically built in. Or alternatively the retailer can offer a monthly roll-over credit type scheme whereby in return for the customer paying (through a banker's order) a continuing small monthly sum, he gets purchase facilities up to a fairly high level available.

Of course in all credit card operations fraud and misuse remain something of a problem, but it is really no more than that. All the card companies are now well aware of the difficulties and have, in addition to comprehensive insurance facilities, built in measures to deter crime.

Perhaps even more worrying to many people than the possibilities of loss and theft of their card is the fact that the trend towards credit cards must of necessity involve a far greater use of credit ratings.

Credit ratings are highly sensitive areas that few people seem really to understand. So far British systems in this field are not nearly so sophisticated as in Amercia. Not having quite got to the stage of the all powerful computer, the British system is geared to awarding applicants points—pluses for having been in the same job or house for years, for having a reasonable number of dependents and so on. Minuses are accumulated by having past unpaid debts, low income, a risky job or, in some cases, being unliked by your bank manager.

This sort of information will be collected when anyone applies for credit in any form at all and will be tied in with the information held by one or other of the credit agencies. These have considerable networks and will probably have on file all of anyone's credit dealings over the past five or six years. They will have recorded whether or not you were a slow payer, whether you completed the deal and, of course, whether or not you were up for county court judgment or bankruptcy.

Anyway the end-result is that all this will be correlated and either you will get your credit card (or loan or whatever) or a polite letter regretting that nothing can be arranged. Overall it certainly looks as if few are being refused or at least that more and more shoppers are looking as closely at the available credit facilities as they are at the actual goods in question.

One of the problems is that there are no really accurate figures as to the credit expenditure patterns although some guesses can be made: Looking back at 1971-72, the total expenditure on furniture doubled and this was not too much of an exception from the norm. The point is that although the official indications are that credit sales only rose from accounting for 28 per cent. of the total to 29 per cent. (in the case of furniture), in view of the then wages freeze, it has been suggested that the figures err on the conservative side.

Bit of a row

And how in fact is the Government looking at all this? Well it really became involved specifically in the credit card scene when the launch of Access late last year created a bit of a row. The point was that Access, like Barclaycard before it, had sent its cards out uninvited. Of course, lot of people sent their cards back or destroyed them but all the same the Government announced that it was considering a ban on similar operations.

But a few days later—this being in November of last year—the Government forsook its defensive - cum - aggressive attitude towards credit cards and announced that it now firmly backed them, albeit with some reservations. The Government acknowledged the validity of complaints, stressed that the holder's liability (especially if the card was unsolicited) should be limited and conceded the need for special credit card rules. But it pointed out that such schemes should not be hampered.

If that particular last statement was an attempt to indicate just how the Government would receive the news of any further credit cards schemes (and one suspects that it was primarily aimed at existing ones), then it might have a long wait. Almost unquestionably Access will be the last major operation for some time simply because of the now overcrowded state of the market. All the same with the battle between all the majors for new holders and new outlets continuing, it is not impossible that the increasing awareness of the public might in time leave room for another launch.

More and more businesses joining in

BY A CORRESPONDENT

The position of credit cards in Britain is not an easy one to define. The point is, of course, that in addition to the few cards offering credit, of different sorts, to the holders (and Access, Barclaycard, Diners Club and American Express come most immediately to mind), there is literally a whole host of little wallet size plastic slips available for the asking which are usually, but nevertheless wrongly, described as credit cards. While they may offer the holder valuable advantages, it is true to say that credit, as such, does not play a significant part in the packaging.

But let us first take a look at the traditional credit cards which basically fall into two categories. First we have the Access and Barclaycard-type operations (both incidentally owned by U.K. bank consortiums) which are specifically designed to give credit to the user. Originally based on credit limits decided by the potential holder's bank manager (which can be reviewed on request), the whole aim of the card company's exercise is to persuade the holder to take up the whole of the credit sum available to him.

The card company makes no charge for issuing the card and, aside from a small transaction levy served on the retailer, aims to make its profits on the interest charged. And one can imagine just what sort of profits there could be when you bear in mind that the current interest rate on credit card borrowings is around 1½ per cent. a month (adding up to perhaps more than 19 per cent. a year). But one must make the point that the extent to which any holder pays interest is entirely his own decision—both Access and Barclaycard make no interest charge if the whole debt is cleared monthly.

Nevertheless supplying and making a profit on credit is the unashamed aim of both Access and Barclaycard. The same does not apply to either Diners Club or American Express both of which are, in credit terms at any rate, a step away from being what we understand as a credit card. This is not to say that credit does not play a very important part in their appeal but that, although they will supply it, they aim to limit the period to about a month to prevent holders from running up large, long standing debts.

Like Barclaycard and Access, they operate through offering holders a long list of retailing and service outlets at which the card can be substituted in payment for cash. Again the card company makes a small transaction charge on the retailer and presents the holder with a monthly account. But it is here that they begin to differ; while Barclaycard and Access will allow holders merely to pay of a portion of the debt (with the outstanding amount liable for interest charges), Amex and Diners Club insist that the whole sum be cleared monthly.

Set annual fee

There are, of course, certain exceptions to this rule in that holders may be allowed to make deferred payments for very large outgoings (like airline tickets) but nevertheless they aim to make their profit on providing a card service — for which the holder is charged a set annual fee — rather than a long term credit service. Nevertheless both are credit cards in the truest sense in that they, like Barclaycard and Access, offer the holder a free month's credit before things begin to happen.

But if these are the four "true" credit cards available to-day in Britain, there are still plenty of other plastic slips available to those who want them. Perhaps the most common of all is the "cheque" card issued by all but one of the clearing banks to current account holders.

Safe to accept

By no twist of the imagination can the cheque card be referred to as a credit facility (unless of course it is used to back a cheque cashed overseas when the time delay on presentation to one's account can be fairly lengthy and valuable in free interest terms) in that its sole use is to provide the retailer with a means of knowing that an ordinary cheque is safe to accept. The cheque card guarantees that the bank will honour cheques of up to £30 if certain security measures (such as comparing numbers and signatures) are taken.

In addition to the cheque card, many banks are starting to issue their account holders with "cash" cards. Again the credit element is so small as to be unimportant in that the cash card is used in conjunction with a secret number known only by the holder to withdraw variable amounts of cash (with the transaction immediately noted on records and debited to the account) from computer-linked terminals situated in an increasing number of bank outside walls.

But if that more or less completes the picture of the banks' involvement in "cards," it by no means completes the list of cards available to those who want them. These seem to basically fall into two categories: convenience cards (which will almost certainly involve some credit element while accounts are prepared) and discount cards.

By far the biggest category of the two is the convenience cards, which is to say all those cards issued individually by companies to make the purchase of their goods or services by the public easier. This includes many retailers, department stores and hotels as well as airlines, cable companies and, most recently, betting organisations.

Their aim is really threefold. First to replace the old-style cumbersome accounts system which involved lengthy transactions at the counter; second, to make it a lot easier for the customer to return again and again and, finally, to ensure that proper security, credit rating and interest charging systems were installed. The extent to which cards really fall into the categories of "credit cards" is very much an individual factor—some will involve a guaranteed monthly payment of debts and others a roll-over financing structure.

And then there are the discount cards which, as their name would suggest, do not set out to offer credit at all. Discount cards, which can be issued either by individual shops or organisations, will entitle the holder to a certain percentage off the retail price of goods, more usually than not, in return for the payment of a flat annual fee. In a sense, this sort of operation is really a counter-credit card.

But coming back to the main theme is not difficult to see why more and more businesses of all types are branching out with credit cards. The point is credit has always played a part (of varying importance) in running any kind of business and there is obvious sense in putting everything on a formalised basis. Aside from the obvious cost savings of such operations it has become increasingly clear that established credit card set-ups can provide retailers with alternative financing methods to offer their customers. Indeed one discount house is already looking at the possibility of putting its present hire-purchase schemes on to a revolving basis along the lines of the present credit card schemes—the advantage lying in the fact that a customer is more likely to come into the shop to spend an unused credit facility than excess cash.

Hurry it along

Certainly, if nothing else, the sheer proliferation of credit-associated cards in Britain in recent years does suggest that customers (in becoming more and more aware of the role credit can play) are moving towards the American spending pattern of less and less cash transactions. It is not yet quite true to say that any U.K. retailers actually turn their noses up at cash, but the day is coming and the recent publicity given to the import of American-style mugging (together with the known security and ease of replacement of credit cards) must work to hurry it along.

CREDIT CARDS II

The battle for world coverage

BY ARTHUR SANDLES

In order to understand the rush to internationalism in credit card trading one first has to examine the target market for the credit card companies. Essentially the card holder is meant to be one of two things—someone who will either borrow up to the limit and continue paying interest, or make heavy use of his card and thus earn the issuing company a high income from commissions. It all depends on whether the company is dealing in bank cards (Access, Barclaycard) and thus mainly interested in lending, or in travel cards (American Express, Diners Club) and therefore primarily interested in usage.

Either way the card companies want the big spenders. For them it is a much easier sell anyway. Big spenders are used to credit in some form or another and used to parting with substantial cheques. It is worth noting, of course, that big spenders do not necessarily mean big earners. A £3,000 a year man who lives in cheap accommodation and spends the rest is rather better value than a heavily mortgaged £12,000 a year executive with careful habits.

There is one other market that overlaps the credit card market fairly completely, and that is travel. Travellers, be it on holiday or business, tend to be up-market consumers with better than average disposable incomes. Travel itself constitutes a very major segment of the annual budget in many homes. And anyone travelling is predisposed to spend. It is the credit card company's ideal.

It is hardly surprising therefore that card companies have persistently strived for international coverage and heavily promoted any tiny advantage achieved over rivals. And this is not entirely big league stuff. The package tourist in Majorca may be just as upset by finding he cannot use his bank card freely as the businessman in Sydney.

For many years this internationalism was a major marketing plank for the "big two" credit cards, Amex and Diners. Both now have almost universal coverage to the extent where the user is sometimes shocked to find they are not accepted, say, by some airlines (I had a measure of embarrassment in India recently) and some hotels. The cards have pentrated Eastern Europe and swept aside the opposition of early opponents like the Savoy and Harrods.

Two-edged sword

But global coverage is a two-edged sword. Although there are marketing benefits, communications have to be slick. In these days of expensive money a card company cannot afford to pay bills in Italy and then find it cannot collect for three months from the client in Britain.

In this particular case Barclaycard was off to a rather better start in Britain than Access. Itself an example of international operations, Barclaycard is a franchise of BankAmericard. But it is a franchise with a difference. So eager was the Bank of America to break into Europe that Barclays simply became partners rather than franchise holders and thus pays no commission at all to the American bank.

The Barclaycard/BankAmericard deal gave Barclays instant coverage from Manchester to Mexico City. It was a pity that for some of the early years Britain had a £50 travel allowance limit and restrictions on the use of British credit cards abroad. This temporarily hindered Barclays from maximising the advantage, in the same way as it killed the growth of American Express and Diners for a time.

When Access arrived on the scene, however, Barclaycard was firmly established and had been pointing out its international nature. For Access the problem was serious, and indeed still is. However, in the spring of this year Access signed a deal with Eurocard, one of the major Continental card systems which also has a measure of penetration within the U.K. in card holder terms and a substantial number of retail outlets. Eurocard is in turn the European operator of Master Charge, the American Interbank card which is to BankAmericard in the U.S. what Access is to Barclaycard in Britain.

Access has an option to take up stock in the Stockholm-controlled Eurocard system and it would not be surprising if the two did get together in other than a marketing sense. This would seem to open the door to an inevitable link between Master Charge and Access. There are difficulties here, not the least of them being the marked difference in design between the three cards involved. With a proliferatio cards in use anyway at moment some standardisa would seem needed if retail outlets are not goin be thoroughly confused abo all. But with all cards ha spent large amounts of cas establishing their b identity, change may no that easy to achieve.

One of the difficult area the internationals has France. For some years I Americard ran into the Fr stonewall in trying to intro the system. But in Marc this year Barclays did the An agreement was re between Barclays and Carte Bleue system which a typical Anglo-French promise. The French will issue two cards to its consu —a blue one for domesti and a blue/white/gold on international travel. Vi Britons and Americans w able to use their cards no in Carte Bleue outlets. Bleue is a similar joint operation to Access in country, being jointly owr such banks as Societe Ger Banque Nationale de Pari Credit Lyonnais.

Travel business

This fight for worl coverage has also man itself in a determined ba get into the travel busin far as the U.K. is conc Although credit cards hav been accepted for airline it is only recently that o been able to buy package with them. Now most big tour companies will credit card payments a mission rates probabl above 1 per cent.

Retailers' in-house schemes

BY SANDY McLACHLAN

Credit has always played an important part in financing retail sales. Particularly in department stores, in the sales of consumer durables shops, and more recently among the multiple tailors, credit sales account for a considerable proportion of the total. A group like Curry's, for example, will probably have its sales split roughly 50:50 between cash and credit, while in some department stores—for example, Peter Robinson in the John Lewis group—credit sales exceed cash sales.

Initially the provision of credit was a service provided by retailers as a means of encouraging custom, and thus a bolster to sales of their merchandise. More and more, however, the extension of credit is seen as a profit centre in its own right with the dual advantage that not only does it boost sales, but also earns profits on the debit balance outstanding.

As a privilege

The difference as far as the shopper is concerned is that he is not now granted credit facilities as a privilege, but is actively encouraged to make use of the credit facilities available. At the same time the old system of monthly accounts rendered to credit customers has been supplemented by a considerable number of other alternatives. And the rather lackadaisical approach whereby customers who were late in paying their accounts, and sometimes ran the debit for several months without paying any penalty, has all but disappeared. With the high cost of money, and credit treated as a business, outstanding balances usually now bear a realistic interest rate.

The retailers' approach to credit cards varies considerably from organisation to organisation. Groups like John Lewis and Marks and Spencer do not accept the normal credit cards such as Barclaycard and Access on the basis that they have no desire to pay the commission to the credit card operators.

Both these groups work on the basis of keeping prices to the lowest possible level: Marks has a longstanding reputation for value for money while for 40 years John Lewis has been "Never knowingly undersold." These groups prefer to pass onto the customer in price advantage the commission that would otherwise go to the credit card operator.

Marks also takes the view that credit cards, and indeed credit in general imposes an uneccessary administrative burden which is an extra expense and the company prefers to trade on hard cash. John Lewis provides its own credit network with the normal range of monthly account, budget account, instalment credit, and so on.

It is the revolving credit idea of the budget account which has been largely responsible for the growth of the credit operation of the multiple tailors. A monthly subscription and a credit facility of either twelve or twenty-four times the amount paid monthly is a painless way of spreading the cost of replenishing a wardrobe with major items such as men's suits.

Question of cost

An interesting new development however has been the introduction by a few department store groups of their own credit cards. Groups like Austin Reed and John Lewis issue cards to their credit customers to facilitate the administration of their credit schemes, but the cards themselves are not credit cards in the same way as a Barclaycard or an Access card. But groups like Debenhams and Selfridges have introduced genuine credit cards for use in their own stores which operate on roughly the same terms as, and in competition with, the credit cards issued by the banks.

The reasoning behind this sort of move is simple, and again is all part of the new philosophy of making credit pay for itself. Debenhams reasoned that if its regular customers could be persuaded to shift from a bank credit card to a Debenhams credit card, then Debenhams could earn the commission that is currently going to the banks.

No matter how much the credit habit spreads there is a fairly definite limitation to the number of groups that will have much chance of being able to make an in-house credit card system profitable. It is unlikely that such a scheme by itself would be able to justify the cost of administration, and therefore the existing administration of credit facilities must be able to accommodate the credit card with relatively little extra cost. Moreover it is likely that only groups with relatively big stores could hope to generate enough credit card business to make the exercise worthwhile.

But those who operate it are finding it profitable. Selfridges has turned over its monthly account business to the option credit offered by a credit card. Those who prefer the old monthly account can pay as they used to, but a considerable number of people have opted to use the credit facilities. Selfridges has between 60,000 and 70,000 card holders and the Selfridges managing director, Mr. Denis Greensmith, reckons that credit business has increased as a result. Plans are in hand to introduce the scheme to Lewis's — the provincial department store chain which, like Selfridges, is part of Sears Holdings. A feature Selfridges scheme is t order to gain a competiti over the banks it offers a month's free credit.

By the end of this Debenhams will have the —or credit card-scheme- ing in most of its branc already the numbe Debenhams card holder to around 350,000. Deb has not yet charted the i in credit—if any—fro scheme which was onl duced in its present fo November, but the g obviously happy with t things are going and ex credit card to share general trend towards c opposed to cash sales.

As far as the retail concerned it is this extension of credit sale matters. It does not make a great deal of di whether someone through the use of card or by means instalment credit. generally accepted th extension of the credit good for many sectors retail trade, and the this credit which the selves provide the happ will be.

U.S. operators take a second look

BY CANDACE CUNIBERTI

The banks's efforts to insinuate themselves into every aspect of American life have not yet been realised. The concept of a "cashless" society is still only a gleam in every banker's eye. Technological advances in the credit card system have thus far always promised more than they have delivered.

Several years ago, the banks, all anxious to become the biggest and the best in the credit card field, faster than their competitors, roared through a fiasco of mass mailings. In the process they encountered the wrath of consumer groups and ultimately managed to provoke Congressional ire. Many of the cards were lost or stolen, and the practice of unsolicited mailings was discontinued when complaints became overwhelming.

Now the banks are about to embrace an equally uncertain venture, with the same ill-considered fervour — and led on, once again, by the travel and entertainment cards.

American Express was the first national operator to begin using cards with "data stripes" of magnetic tape, and at first it looked as if everyone else would quickly follow its lead.

Most credit cards have embossed identification letters and numbers, which carry the issuing company's information code. The new cards have magnetic tape affixed to the back. Instead of the lengthy phone calls which must be made under the present system, to computer centres in order to verify credit ratings and the validity of the card, the magnetic tape enables an inexpensive computer terminal at each point of sale to "read" the code, check it against a computerised memory bank of credit information and authorise or forbid the transaction.

It sounds so simple and easy —an ideal way for bank credit cards to take another important step towards becoming an indispensible part of everyone's life. But, surprisingly, it has been a long hard road for magnetic tape, and ironically most of the problems up to now have been logistical.

It took several years for the banks, retail stores, gasoline companies and other credit card concerns to agree on their respective sets of standards for the data stripe. The American Bankers association had to approve rules for encoding the tape. Even the International Air Transport Association had to adopt a uniform format for the tape, so that airlines would be able to use the cards in automatic ticketing systems. The tapes have different tracks, which enables the issuing company to adapt itself to more than one set of standards, and therefore make the car versatile.

Recently, however, r about the safety—the proof aspect of the s were rampant. First N City Bank, the author of encoding system, was vanguard of those who that the tape syste subject to flagrant abu fact, everything seeme until Citibank attacke magnetic tape system. T credit card companies began to take a second

Transaction Technolo an FNCB subsidiary w working on an alterna the magnetic tape, spon contest at the Californi tute of Technology, $15,000 in prize money to the best methods of d ing card systems whi magnetic tape. The 22 t students produced 22 d methods of wreaking with the "mag stripes" are called.

Charges of "vested in were immediately l against Citibank and its ment, and bitter debat rages. Some of the banks are committed to the ne strip s are going ahea planned market tests Western States Ba Association, a group banks which are memb the master charge syste

Continued on next p

Marketing the two bank cards

BY DOINA THOMAS

The banks have long been aware that about 60 per cent. of the population do not like them, are in fact afraid of them, and show it by not having a bank account. Of the 40 per cent. of the population that do have bank accounts it would be fair to say that the majority do not make full use of them from the same motive—fear. In particular they do not run overdrafts, often because they are afraid to ask — and interest on overdrafts is a major source of bank profits.

The hurdle that the banks had to overcome was the actual person-to-person interview with the bank managers; this is what appeared to frighten most people. The obvious marketing answer was to give customers a passive overdraft facility (at an interest rate profitable to the banks) and one that they could actually use without consulting anyone. This is one line of thought that led to the birth of the credit card in Britain. The other lines were mostly drawn from transatlantic experience and were reinforced as the American credit cards extended their operations to the U.K. To-day the American Express Card and the Diners' Club Card are essential parts of the business-man's armoury.

But the two British bank credit cards, the seven-year-old Barclaycard and the still infant Access card, appeal to a much wider market than their two transatlantic counterparts. Indeed, they would not like to be compared to them but insist that they are "general consumer credit cards"—the other two apparently being considered very much more up-market.

Truly ignorant

The great British public is still not really credit-conscious and was in the mass truly ignorant on the subject when Barclays Bank launched its Barclaycard in the middle of a severe credit squeeze in 1966. The great British public barely reacted when 1m. of them received their blue, white and gold plastic cards, quite unsolicited, with information about its use and their personal credit limit. In fact, because of the then credit squeeze, the credit facilities of the card could not be stressed and it was used more like a monthly account. The average credit limit was around £100.

Access, the joint credit card of the National Westminster, Lloyds and Midland banks, did a very similar mailing operation to some 3.3m. people early in 1972 when there was no credit squeeze, only to be greeted with varied expressions of outrage from a great many sources. Somehow at the time it was felt that it was almost wicked to give people this facility. It did, after all, make £450m. worth of credit suddenly available.

It is this "disapproval" that has led to rumours of possible restrictive legislation.

The complaints were varied; some people disapproved because the cards were unsolicited, others because the manner of stating the interest charges—1.5 per cent. monthly—disguised the true annual interest rate. However, as mailing shots go, the take-up rate was quite satisfactory. The total of actively used cards is estimated at 1m.

The marketing exercise behind both of these cards was two-pronged. The first hurdle to overcome was retailer resistance to the card. The reasons the retailers resisted it was quite simple—it cost them money. In fact the shops that accept Access or Barclaycard pay those companies a certain negotiated percentage of the sales from these cards. Therefore both card companies had to prove that acceptance of the cards would bring in sufficient business to compensate for the percentage that would go to the card companies. Not all retailers succumbed to the argument, the John Lewis Partnership being among the most important.

The argument on the part of the anti-card retailers, particularly JLP in view of its trading policy, is that somebody will end up by paying for that percentage—i.e., the customer. "It is all right for the retailer with a high mark-up, such as a jeweller, but not for those with fine margins" is the general view of those still holding out against cards.

Access reckons that its marketing and advertising costs in the setting-up days (it is still only ten months old) were in excess of £1m.; the total launch costs are in the region of £10m. As far as marketing to the card user is concerned most of the spadework had already been done by Barclaycard but today's marketing job is still to persuade card holders actually to use them.

It has been established by both card companies that the majority of the users are in the younger age groups, which are more accustomed to the ideas of credit and depreciation of money. The National Westminster arm of the Access company (each of the three banks keeps separate files on its own Access customers) estimates that its active users normally have around £120 of revolving credit. "It takes the waiting out of wanting" was the line used to encouraged people to use the card but there was a puritan backlash against that too.

Barclaycard now has a magazine that it mails to cardholders three times a year as well as a continuous advertising campaign. This features all the sort of high-priced items one could purchase with a Barclaycard.

But the real focus for the marketing effort of both companies is still at the retail end. Only by increasing the number of shops that will accept the card will they be able to increase its usage and thus their interest revenue. At present Access has signed up some 80,000 retail outlets and Barclaycard some 64,000. And it is vitally important that these are the right kind of retail outlets so that each purchase made is of sufficiently high unit price to bear the discount and the administration charges. Volume is the name of the game and both cards are now spreading well outside these shores.

CONTINUED FROM PREVIOUS PAGE

Take a second look

which Citibank also belongs) will begin a test this autumn with 500 leased credit card terminals and optical scanners geared to magnetic tape.

In the East, however, FNCB will begin a test of its own system with 45,000 credit cards and 1,000 terminals throughout the New York City area. The Citibank system is being treated as though it were a national security issue, and its method has not been revealed, but the suggestion is that it involves pin-hole coding produced by laser.

Others in the industry are now biding their time, waiting for the outcome of the controversy before they commit themselves to one system or the other. And in a billion-dollar industry a good deal of profit hangs in the balance.

International Business Machines, one of the major suppliers of the new magnetic tape system, has been quick to refute Citibank charges, and claims that it has devised a method of thwarting would-be cheats — such as Willard H. Wattenburg, a California engineer who in another FNCB experiment used an iron to transfer the magnetic code from a New Bay Area Rapid Transit commutation card to an old one, thus enabling the latter to make another round of trips, for free. With several million dollars invested in the magnetic stripes IBM would stand to lose a big stake in the new system if it failed.

Many bankers are now of the persuasion that perhaps a combination of the two systems is best, using equipment which will read both embossed figures and the magnetic stripes. Others suggest that it will be necessary to ask customers using credit cards to produce one or two forms of additional identification instead of merely relying on a computerised authorisation.

As with their initial entry into the credit card market most banks will probably prove willing to suffer a few losses rather than delay getting their systems into action, and thus miss having the jump on their competitors. In all likelihood the present indecision is only temporary.

COMPANY NOTICES

RECKITT & COLMAN LIMITED

NOTICE IS HEREBY GIVEN that interest due, less Income Tax, for the six months ending 31st October, 1973 on the 6¼% Debenture Stock 1985/90, will be paid on 1st November, 1973, to holders of the said Stock registered in the Company's Books at the close of business on 15th October, 1973.

SPANISH 4% EXTERNAL LOAN

The coupons due 1st October 1973, can be presented for PAYMENT at Banco Español en Londres S.A., 60 London Wall, London, E.C.2, between the hours of 10 a.m. and 2 p.m.

BANCO ESPAÑOL EN LONDRES S.A.
London 15th September 1973.

TIGER OATS AND NATIONAL MILLING COMPANY, LIMITED
(Incorporated in the Republic of South Africa)

NOTICE TO HOLDERS OF ORDINARY SHARES
DECLARATION OF FINAL DIVIDEND No. 57

NOTICE IS HEREBY GIVEN that Dividend No. 57 of 14½ (fourteen-and-one-half) cents per share has been declared as a final dividend for the year ended 30th June 1973, payable to shareholders registered in the books of the company at the close of business on the 28th September, 1973. This dividend, together with the interim dividend of 10½ (ten-and-one-half) cents per share declared on the 12th March, 1973, makes a total for the year of 25 (twenty-five) cents per share (previous year—21½ cents).

The dividend is declared in the currency of the Republic of South Africa, and warrants in payment thereof will be posted to shareholders, by the company's transfer secretaries in South Africa and in the United Kingdom, on or about the 8th November, 1973.

Registered shareholders paid from the United Kingdom will receive the United Kingdom currency equivalent on the 30th October, 1973, of the rand value of their dividends (less appropriate taxes).

The transfer books and registers of members will be closed from the 29th September to the 12th October, 1973, both days inclusive.

The effective rate of Non-Resident Shareholders' Tax is 15%.

Subject to audit the group profit for the year ended 30th June, 1973, before charging taxation, was R10 276 000 (previous year, R8 218 000). Taxation absorbed R3 745 000 (R3 050 000); the amount accruing to minority shareholders R225 000 (R120 000), leaving taxed profits of R6 306 000 (R5 048 000), equivalent to 57 cents (previous year 46 cents) per ordinary share. Dividends totalled R2 799 000 (R2 353 000) and an amount of R1 500 000 (R1 500 000) has been transferred to general reserve.

By Order of the Board.
For and on behalf of
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA, LIMITED
London Secretaries.
D. B. Pollard

London Office:
40, Holborn Viaduct, EC1P 1AJ.
Office of the United Kingdom Transfer Secretaries:
Charter Consolidated Limited,
Kent House, Station Road,
Ashford, Kent.
14th September 1973

Whitbread plans £12m. brewery

BY KENNETH GOODING

WHITBREAD, third-largest of the British brewers, hopes to build another major brewery—the third to be developed by the group since 1969—at Newport, Monmouthshire.

If it gets planning permission, Whitbread will spend at least £12m. developing a 51-acre site. The brewery should come on stream by October, 1976, and initially it will employ 450 people.

As capacity is developed from around 650,000 barrels to around 1.5m. barrels a year, the number of employees should rise to about 700.

Behind the decision to build the new brewery is the rising demand for lager. Being the fastest-growing beer, lager has seen its percentage of the market rise from below 1 per cent. in the early 60s to an estimated 12 per cent. at present. Trade estimates suggest that it will account for nearly a quarter of U.K. beer sales in five years.

At the recent Whitbread annual meeting, Mr. Alex Bennett, the chairman, reported sales of Heineken, the group's major lager brand, were up 64 per cent. so far this year, against 26 per cent. in 1972.

Whitbread has a good deal of experience of building lager breweries. In 1969 it opened its Luton plant, followed within two years by the first stage of another new brewery at Samlesbury, near Preston, costing £12.5m.

The Newport plant is likely to follow the same pattern as Samlesbury—having an initial output of 650,000 barrels and producing lager only. Later the capacity will be increased and other Whitebread beer brands produced.

The group emphasised yesterday that it still had to get planning permission for the new project. If permission was granted only 18 of the 51 acres would be put under buildings, leaving most of the site "green."

Development of Luton and Samlesbury led to closures or planned closures of older and smaller breweries but so far there is "no indication of the impact of Newport on other breweries in the group."

Whitbread has 18 breweries at the moment and 7,950 pubs. Of these 2,216 are in Wales and the West Country which the Newport site would supply.

Economic Diary

MR. EDWARD HEATH visits the Irish Republic on Monday for talks with Mr. Liam Cosgrave, the Irish Prime Minister.

On Tuesday Mr. Heath meets a delegation from the Confederation of British Industry at Downing Street to discuss the economy. This will be followed by a meeting with the Retail Consortium on Wednesday and with leaders of the Trades Union Confederation on Thursday.

Other events and statistics next week include:

TUESDAY — Liberal Party Assembly opens at Southport. Index of industrial production (July).

WEDNESDAY—Two-day meeting of the Commonwealth Finance Ministers begins at Dar-es-Salaam, Tanzania. CBI monthly council meeting. Mr. Peter Walker, Secretary of State for Trade, speaks at the Financial Times conference on World Energy Supplies, Grosvenor House Hotel, London. Labour Party publishing Green Paper on the Politics of Environment. Basic rates of wages and normal weekly hours (end August). Monthly index of average earnings (July).

THURSDAY — Unemployment statistics for September. National income and expenditure (prov. 2nd qtr.). Car and commercial vehicle production (final August).

FRIDAY—Mr. Heath begins two-day visit to Scotland. Retail prices index (August). Borrowing by local authorities (2nd qtr.).

Saleroom

Stamps fetch £57,000

STANLEY GIBBONS' two-day sale of British Empire stamps, made £57,000. An unused Northern Nigeria £25 green and red of 1904, was bought for £6,750 by an American collector. The stamp—designed for use on parcels for gold and diamond shipments—was last sold in 1968 when it made £5,500.

A used copy of the Palestine 1 mil deep brown of 1922 with the overprint inverted, fetched £1,550, and a used block of four New Zealand 1d dull orange, 1858-59, £375.

Proofs of two unaccepted designs for one shilling and two shilling stamps to commemorate the Melbourne Olympics in 1956 made £115.

Phillips silver sale yesterday made £9,334. A pair of Russian miniature kovsch were sold for £400 to Graus.

Rate change effects

NORMAL MORTGAGE—from 10.00 per cent. to 11.00 per cent.

Present term	Present monthly repayment (£1,000)	New monthly repayment (£1,000)	or	Approximate extended term	
Years	£	£		Yrs.	mths.
5	21.99	22.55		5	2
10	13.57	14.16		10	9
15	10.96	11.59		17	4
20	9.78	10.47		26	5
25	9.19	9.90		57	3
30	8.84	9.59		Infinity	
35	8.65	9.42		Infinity	
40	8.53	9.31		Infinity	
Interest only	8.34	9.17		Infinity	

Societies' cost structure

	£%	£%
Mortgage interest	10.00	11.00
Less investors' interest	6.75	7.50
	3.25	3.50
Less composite rate tax on investors' interest at 22.5 per cent.	2.07	2.30
	1.18	1.20
Less management expenses	0.73	0.73
Gross margin	0.45	0.47
Less corporation tax at 40 per cent.	0.18	0.19
	0.27	0.28

PA Intl. Board changes

BY JOHN TRAFFORD

MR. BRIAN SMITH has stepped down as managing director of PA International Management Consultants, only 14 months after his appointment.

His place is taken by Mr. Trevor Utting, an Australian who has headed PA's highly successful international development division since its formation in 1968.

Mr. Smith will remain on the PA International Board as director of corporate development and will retain his job as chairman of PA Management Consultants, the U.K. operating company.

Commenting on the changes yesterday, Mr. Smith stressed the need to strengthen the Board of the international company because much of the group's growth potential lay in overseas markets. In 1972, international operations provided revenue of £6.2m., well ahead of the £5.7m. earned in the U.K.

Long-range weather forecast

Below average rainfall expected in most areas

THE LONG-RANGE weather forecast issued by London's Meteorological Office yesterday said dry, anti-cyclonic weather with some warm sunny days was expected in the next 30 days. "A few short, disturbed spells are probable, one of which may occur in the first week, but in general these are more likely in October," it said.

Mean temperatures were expected to be above average and sunshine near average in north and east Scotland, east and north-east England and East Anglia.

Elsewhere temperatures and sunshine were likely to be above average. The first half of October may be warmer, relative to average, than the second half of September.

Rainfall totals would probably be below average in all districts. Early morning mist and fog were likely to be more frequent than usual in central districts of England.

PRICE COMMISSION DECISIONS

Post Office to increase charges

THE Price Commission announced yesterday that it has allowed the application by the Post Office to increase charges which in a full year would yield an additional £68m. or 7.08 per cent. to the estimated gross annual revenue.

These increases, it said, have been based upon increased allowable costs, the largest item being the heavier burden of interest charges arising from the Post Office's current programme of expansion and improvement of telecommunications facilities.

Individual tariff rises will vary between items. Full details will be published by the Post Office. The tariff changes have been examined in detail and accepted, with some modifications, by the Post Office Users National Council.

Electricity

The Price Commission has also approved the decision of the Minister for Industry to restrict the maximum price increase for the area Electricity Boards to 7½ per cent. It is estimated that the weighted national average for all price increases will be less than 5 per cent. The Area Boards' original proposals would have meant a national average price increase of 7½ per cent. with some individual domestic tariffs increasing by over 20 per cent.

Confectionery

The following increases have been allowed by the Commission.

Mars Ltd.: Chocolate and sugar confectionery, averaging 8.1 per cent. over the range.

James Robertson and Son: Preserves, averaging 8.3 per cent. over the range.

Quantock Preserving Company: Jams and marmalades for the baking and catering trades, averaging £21 and £0.70 per ton respectively over the range.

Ross Foods Ltd.: Frozen foods, averaging 2.41 per cent. to be applied selectively across the range, mainly on fish-based items.

Co-operative Wholesale Society: Milk products, between 10p and 40p per case according to product and size on a range including canned cereal puddings, sweetened condensed and evaporated milk and 3.4p to 5p per dozen pots of yogurt.

The Nestle Company: Between 9p and 18p per case according to product and size on a range including sweetened, condensed and evaporated milk.

Northern Foods Ltd.: 17p per case of 24 tins on milk puddings and £1.19 per cwt on sweetened condensed milk.

Unigate Foods: Averaging £1.86 per cwt on milk powder, 54p per cwt on sweetened condensed milk and 6p to 30p per case according to size on evaporated milk.

Coates Gaymers and Whiteways: On cider, averaging 14.2 per cent. over their range.

Young's Seafoods Ltd.: Averaging 9p and 11p per unit of 10 pots or cartons for potted shrimps and breaded fish and 12p per pound on breaded shellfish.

Spillers Farm Feeds: Animal feedingstuffs, averaging £7.15 per ton and £2.53 per ton for Nitrovit Ltd.

Anchor Hotels and Taverns Ltd.: Accommodation and catering, averaging 4.9 per cent.

SLUMBERLAND LTD. (DUPORT): Bedding, an average of 10.14 per cent.

JOHN DICKINSON (DICKINSON ROBINSON GROUP): 7.82 per cent. for banker envelopes; 8.06 per cent. for pocket envelopes; 9.39 per cent. for stationery.

VAUXHALL MOTORS: parts and accessories, average of 4.63 per cent. over the range. Individual rises will range from nil to 8 per cent.

ADVANCE CLEANERS AND LAUNDERERS (LONDON): Average of 4.6 per cent.

Industrial

IMPERIAL CHEMICAL INDUSTRIES: Industrial products. Two-thirds are for less than 6 per cent.; the highest increase is 27.6 per cent. for cracker products.

MIDLAND ELECTRIC MANUFACTURING: Electrical switch and fuse gear, motor control gear and electrical accessories—6.4 per cent.

CROMPTON PARKINSON: 12.7 per cent. on integral horse-power ac induction motors.

ST. ANNES BOARD MILL (IMPERIAL GROUP): Average of 4 per cent. on paperboard.

PERRY BAR METAL: Average 5.6 per cent. for aluminium castings (rough) from the foundry and 10 per cent. on machining costs only of finished castings.

B.R.D. COMPANY: 6.67 per cent. spread evenly over the range of drive and transmission units and machined crankshafts.

SYNTHETIC RESINS: Average 12.5 per cent. on synthetic resins.

DUNLOP (DUNLOPILLO): 3.27 per cent. on industrial polyurethanes.

FERODO: average of 1 per cent. over the range of brake linings, disc brake pads, clutch facings, lined shoes, roll material, railway blocks, stairtread, belts, brake shoes and clutch assemblies.

Rejections

The Price Commission have rejected the following applications:

GENERAL ELECTRIC GROUP: For increases from the following companies, on grounds that the company has not yet established an acceptable profit margin reference level:

GEC-Henley, electrical distribution equipment. GEC Machines, Bradford, electric motors and allied products. GEC Machines, Newcastle, Staffs., single- and three-phase A.C. electric motors with outputs from 3 Watts to 1.5 K Watts.

GEC Machines, Bradford, AC cage electric motors and associated spares. Ruston Paxman Diesels, Colchester; diesel engine spares. Ruston Paxman Diesels, Newton-Le-Willows; diesel engine spares. Dorman Diesels Ltd., diesel engines and allied products. Satchwell Sunvic, automatic temperature controls and timing devices for electrical apliances. Witton-James, service rates for installing and commissioning machinery for printing and plastic industries.

GEC-ELLIOT TRAFFIC AUTOMATION: Application for 22.2 per cent. was rejected because the basis of the calculation was not in accordance with the Code.

INTERIOR AND STRUCTURAL CLEANERS: (6.16 per cent.)—for failure to indicate how the increase would affect the net profit margin reference level

Lapsed

The following applications [illegible] companies have lapsed with[illegible] being approved:

GENERAL ELECTRIC GRO[illegible] British Domestic Applian[illegible] domestic appliances. [illegible] Measurements, electrical mea[illegible]ing equipment.

Cannon Industries, gas cook[illegible] fires and spares, central heat[illegible] boilers and chemical p[illegible] Regulators Europa Ltd., mech[illegible]cal governors, standard con[illegible] panels, governor and con[illegible] spares (these being diesel en[illegible] spares).

THE RANK ORGANISATI[illegible] Applications to increase film [illegible] patch and examination servic[illegible] U.K. customers by 7.6 per c[illegible] and to raise charges for ma[illegible] labour at film studios by betw[illegible] 2.6 per cent. and 9.37 per ce[illegible]

Government to set up Welsh language council

A WELSH LANGUAGE Council is to be set-up by the Government, Mr. Peter Thomas, the Welsh Secretary, announced in Cardiff yesterday. He said the council would promote the continued use of the language while ensuring that the rights of those who did not speak Welsh were not infringed.

He would announce in the next two or three weeks the names of the chairman and the 12 men and women to serve on the council. It would have no party political overtones.

The council would review social and other factors affecting the use and welfare of the language. It would include non-Welsh speaking members and would have a secretariat provided by the Welsh office.

The Welsh Language Society gave a cool reception to the announcement. They will discuss the question at their annual general meeting in October.

NASA aircra[illegible] for North Se[illegible] wave project

THE U.S. National Aeron[illegible] and Space Administration (N[illegible] Wallops Station, Virginia, sent an instrumented C-5[illegible] craft to participate with [illegible]pean scientists in the Joint [illegible] Sea Wave Project (JONSW[illegible]) from September 17 until Se[illegible]ber 30.

It is the second in a ser[illegible] studies concerned with re[illegible]ship between surface wave[illegible] prevailing wind cond[illegible] conducted by the West G[illegible] Hydrographic Institute, Har[illegible]

Co-operative gathering o[illegible] is assisted by placing sens[illegible] the sea on towers and bu[illegible] provide information on [illegible] conditions, which is bein[illegible] related with readings ob[illegible] from aircraft.

Attention is being focus[illegible] the effects of the sun and [illegible] on wave formation and ac[illegible] the North Sea.

Premium on Roll-Royces at car auction

MORE THAN £145,000-worth of top cars were entered in a special sale held by British Car Auctions at its Farnborough, Hants. centre.

Three Rolls-Royce Corniches entered were in the price range of £20,000. Their cost when new was just over £14,000.

Rolls-Royce models proved to be the most popular cars of the day with a great demand for Silver Shadows—a 1972 model fetched £12,850. A Mercedes Benz 350E (1973) went for £8,300.

Home loss p[illegible] for Londone[illegible]

THE GREATER London Co[illegible] launching a campaign to [illegible] Londoners that they m[illegible] entitled to certain payment[illegible] the new Land Compensati[illegible] 1973.

This provides for "hom[illegible] payments" to owner-oc[illegible] and tenants who move bec[illegible] a public redevelopment [illegible] provided that they have, [illegible] lived at their old homes [illegible] least five years at the t[illegible] removal.

It also allows for compe[illegible] to owners for reduced p[illegible] value caused by such fac[illegible] noise, vibration, smell, fum[illegible] smoke due to public worl[illegible] as road schemes.

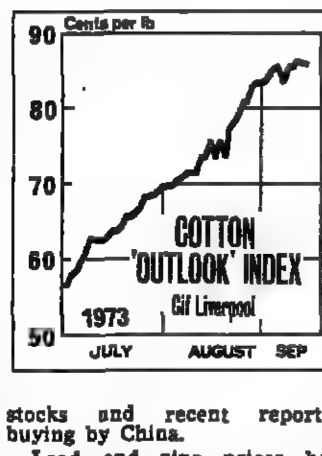
COMMODITIES/Review of the week

Chilean coup hoists copper

BY OUR COMMODITIES STAFF

THE military coup in Chile and subsequent uncertainty over copper supplies from the world's second largest exporting country brought higher copper prices this week. The movement was by no means one way but by last night cash wirebars on the London Metal Exchange stood at £841 a metric ton, £59.5 higher than a week ago.

Chile has in fact been falling short of its promised deliveries for some considerable time and the market at first reacted to news of the coup fairly calmly. But subsequent reports of widespread fighting and rumoured explosions at Chile's copper mines resulted in a markedly firmer market.



This happened despite U.S. Senate moves to authorise the disposal of 251,600 tons of copper from Government stockpiles, as an anti-inflationary measure. Congress seems likely to act quickly to get the necessary authority through, but it is considered unlikely that any stockpiled copper will become available until November.

More immediately, next week's LME copper stocks figure is expected to show a moderate decline against earlier forecasts of a further increae. This was a factor aiding sentiment yesterday as was a fall in U.S. market stocks and recent reported buying by China.

Lead and zinc prices have tended to follow the lead given by copper while zinc has been additionally boosted by renewed tightness of supplies and a report yesterday that four Japanese refineries were considering a cutback in their electrolytic zinc deliveries this month and in October because of a power shortage in North Japan.

Japanese zinc producers originally planned to export about 100,000 tons of zinc this year, but the target is now expected to be cut to around 50,000 tons, if the power shortage lasts. Last night cash zinc closed at £399.50 a ton, £31 up on the week, the highest closing level since July 20.

The steep rise in cotton prices to the highest levels since the American Civil War has continued this week. The latest estimate of this year's U.S. cotton crop is not as good as had been hoped in some quarters and pressure is growing within America for the Government to introduce export controls. While this would undoubtedly bring down prices within the U.S., it would leave the rest of the world even shorter than at present. Yesterday the Cotton Outlook index of American-type cottons stood at 86.00 cents a pound, 2.5 cents higher than a week ago.

London cocoa futures moved up sharply on several occasions during the week following similar patterns in New York. Not a lot of physical buying was recorded and the tone seemed set more by speculative purchases than any other factor. In New York speculative activity was attributed to the news that Brazil had limited shipments of cocoa and related products for the nearby positions. By last night the December delivery price in London had moved up by more than £44 over the week to £614 and the March price was up from £532.75 to £559.55.

WEEKLY PRICE CHANGES

[illegible]

MARKET REPORTS

BASE METALS

COPPER—Ended the week on a firm note on the London Metal Exchange, prices having closed higher on each of the five trading days. The strength of the U.S. market overnight was reflected in dealings when forward metal traded up to £824. In the Ring it moved between £820 and £813 on alternate bouts of profit-taking, short-covering, week-end book squaring and consumer selling of cash and nearby. Forward ended the day at £816 on the afternoon Kerb, a rise of £48 on the week while cash was £60 higher. Turnover 17,875 metric tons.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Wirebars				
Cash	847-50	+28.5	840-2	+4
3 months	818-20	+27.7	816-7	+8
Settlem't	850	+30	—	—
Cathodes				
Cash	805-10	+14.5	805-7	[illegible]
3 months	791-3	+14.5	788-90	+2
Settlem't	810	+16	—	—
U.S. Smt.	—	—	*60-60¼	—

Amalgamated Metal Group reported that in the morning, cash wirebars traded at £850, 48, 49, 50, three months £823, 25 to 22, 23, 24 to 19, 19, 19, 20, 19, 18, 19. Cathodes: three months £794, 92. Kerb: Bars: early Nov. £830, mid Dec. £816, three months £820 to 15, 15.5. Cathodes: three months £791, 90, 92, 90. Afternoon: Wirebars: cash £842, 41, 40, early Oct. £839, mid Oct. £840, three months £821 to 15, 19, 20 to 15, 16, 17. Cathodes: £805, late Sept. £805, late Nov. £790, three months £787, 88. Kerbs: Bars: cash £841, late Sept. £840, late Oct. £827, 28, three months £816 to 13 to 16, 15. Cathodes three months £790.

TIN—A fresh widening of the backwardation was the main influence on the market and countered the easier sterling equivalent of the Penang price overnight. Just 35 tons of tin was sold in the week from the U.S. stockpile of which only 5 tons was grade "A." Turnover 540 tons.

[illegible]

... business remains to be negotiated when shipowners and charterers rate ideas come closer together. Grain shippers fixed cargoes from the Great Lakes to Leith at £18 f.i.o. completing St. Lawrence £8 f.i.o. for Oct. and from the U.S. Gulf to Greece at $20 f.i.o. for Oct. Wheat cargoes were booked from New South Wales to Kuwait at £11.50 free discharge for Sept.-Oct. and from the U.S. Gulf to Chittagong or China at $30.30 f.d. for Oct. Chartering included ore from Tubarao or Vitoria to Constanza at $17.70 and from Morocco to Holland at $6 both f.i.o. for Oct.

OIL TANKERS—Quiet with few fixtures expected in the timecharter market where Norwegian charterers took an 88,000-tonner from Jan., 1974, for three years at $5.00 per ton per month and a 19,500-tonner was arranged, prompt delivery, for two years' charter at $5.50 per ton per month. There was an unconfirmed report that New England Petroleum had fixed two 135,000-tonners delivery Nov.-Dec. for three years' charter, one at $5.80 and the other at $6.25 per ton per month.

SILVER

Silver was fixed 0.8p an ounce higher for spot delivery in the London bullion market, at 105.5p. Forward premiums widened. The U.S. cent equivalents of the fixing prices were 254.4, up 2.2; three-month 259.4, up 2.8; six-month 265.6, up 2.8; and 12-month 275.2, up 2.8. A moderate business was done, with the metal closing at 104.8-105.8p (252.5-255.0c).

SILVER (per troy oz.)	Bullion fixing prices	+ or —	LME close	+ or —
Spot	105.5p	+0.8	105.8p	—
3 months	109.1p	+0.8	109.2p	[illegible]
6 months	112.4p	+0.7	—	—
7 months	—	—	115.8p	[illegible]
12 months	118.8p	+0.7	—	—

LME—Turnover 143 (158) lots of 10,000 ozs. Morning: Three months 109.1, 9.2, 9.2. Kerbs: Three months 109.3. Afternoon: Three months 109.3, 9.2, 9.3, 9.1. Kerbs: Three months 109.2, 9.4, 9.5, 9.4.

COCOA

[illegible]

COFFEE

[illegible]

GRAINS

[illegible]

FREIGHTS

[illegible]

RUBBER

[illegible]

SUGAR

[illegible]

JUTE

[illegible]

WOOL FUTURES

LONDON—The market was slightly dearer in anticipation of strong values at next week's Australian auctions, reports Bache.

(Pence per kilo)

[illegible]

MEAT/VEGETABLES

[illegible]

U.S. MARKETS

[illegible]

LEISURE NEEDS MENTAL PATIEN[illegible]

[illegible]

This week's SE dealings

Friday, September 14	6,241	Wednesday, September 12	5,955	Monday, September 10	6,876
Thursday, September 13	5,824	Tuesday, September 11	5,902	Friday, September 7	5,685

The list below records all yesterday's markings and also the latest markings during the week of any share not dealt in yesterday. The latter can be distinguished by the date (in brackets).

The number of dealings marked in each section follows the name of the section. Unless otherwise denoted shares are £1 fully paid and stock £100 fully paid. Stock Exchange securities are quoted in pounds and fractions of pounds or in new pence and fractions of new pence.

The list below gives the prices at which bargains done by members of The Stock Exchange have been recorded in The Stock Exchange Daily Official List. Members are not obliged to mark bargains, except in special cases, and the list cannot, therefore, be regarded as a complete record of prices at which business has been done. Bargains are recorded in the Official List up to 2.15 p.m. only, but later transactions can be included in the following day's Official List. No indication is available as to whether a bargain represents a sale or purchase by members of the public. Markings are not necessarily in order of execution, and only one bargain in any one security at any one price is recorded.

‡ Bargains at Special Prices. Δ Bargains done with or between non-members. ✠ Bargains done previous day. § Bargains done with members of a recognised Stock Exchange. ♣ Bargains done for delayed delivery or "no buying-in." $A—$Australian; $B—$Bahamian; $C—$Canadian; $HK—$Hong Kong; $J—$Jamaican; $Ma—$Malayan; $Mc—$Mexican; $NZ—$New Zealand; $S—$Singapore; $US—$United States; $WI—$West Indian.

Williams Harvey plant gains 13 weeks grace

BY NICHOLAS LESLIE

A FURTHER 13 weeks of operation at the Williams Harvey tin smelting plant, at Kirkby, was assured when an agreement was signed yesterday to release 5,000 tons of Bolivian tin for smelting for the company.

Liverpool dock workers have "blacked" the 5,000 tons of tin concentrates for several weeks following refusal of the Bolivians to let Williams Harvey have further supplies when it was put into liquidation in June by its parent, Consolidated Smelters.

The agrement releases the concentrates from the docks, but is also conditional upon other "blacked" tin—believed to be about 3,500 tons of processed tin—being unblacked.

Parties to the agreement are the Bolivian state mining company, the British Government (which is providing finance to keep the smelter operating), Mr. Kenneth Cork, the liquidator, and Williams Harvey workers.

Another party is the Capper Pass smelting subsidiary of Rio Tinto-Zinc Corporation, which was to have taken the concentrates at Liverpool, following re-negotiation of its contract with the Bolivians.

During the next 13 weeks it is hoped to find a buyer for the smelter. Apparently, management representatives of a U.S. concern are due to arrive on Monday to have talks. The U.S. concern has already received a technical report on the smelter.

Swan Hunter bulk vessel launched for Bamburgh

BY JAMES McDONALD, SHIPPING CORRESPONDENT

ALNWICK CASTLE, a 107,200 d.w.t. bulk carrier which is the largest ship to be built at the Walker on Tyne yard of the Swan Hunter group, was launched yesterday for the Bamburgh Shipping Company.

She will also be the largest vessel operated by Bamburgh, which is jointly owned by Sheaf Steam Shipping and the British Steel Corporation and managed by W. A. Souter and Company of Newcastle-upon-Tyne.

The ship, scheduled for delivery early next year, has been time-chartered to the Australian National Lines for seven years, giving a satisfactory return on the cost of the ship, said Mr. D. W. Souter, chairman and joint managing director of W. A. Souter.

She will be manned by an Australian crew and will be engaged in Australian coastal and export trades for the transport of iron ore, bauxite and coal.

The order for the Alnwick Castle was placed just before the British 20 per cent. investment grant came to an end in October, 1970. She has a loan of 80 per cent. of the cost of the ship at a 7 per cent. interest over eight years, arranged under the Government scheme with Lloyd's Bank, Souter's bankers.

New shipping service to U.S. Gulf

MERSEY DOCKS and Harbour Company has announced the opening of a new westbound shipping service from Liverpool to the American Gulf ports.

The Harrison Line freighter, "Trader" sailed from Canada Dock to start the service which will combine the carrying of both container and conventional cargoes.

The line at present operates a fortnightly service to Kingston and Vera Cruz and this is being extended to take in Houston, Texas, and New Orleans, Louisiana.

Employers accused of blocking hotel pay rise

BY OUR LABOUR STAFF

MR. BOBBY SMITH, national officer of the General and Municipal Workers' Union, last night demanded the resignation of employers representatives on the Hotel and Licensed Restaurants Wages Council. He accused the employers of frustrating payment of a wage increase.

Mr. Smith said he would seek a meeting with Mr. Maurice Macmillan, Secretary for Employment, to urge payment of £1.55 to £1.90 a week increases to the 325,000 workers covered by the wages council.

Increases recommended by the wages coucil were approved by the Pay Board on the understanding that employers would undertake not to pay any other increases. At a meeting of the wages council yesterday the employers said they could not give such assurances.

Merseyside office for DTI

THE DEPARTMENT of Trade and Industry will open an office to serve Merseyside in the Chamber of Commerce headquarters, Liverpool, on Monday. It will form part of the North-West Regional Organisation.

Mr. Arthur Ward, North-West industrial director, said yesterday that they were well aware of Merseyside's problems and the office would play a key role in providing industry and commerce with a fast and convenient service.

Mr. Alan Ferguson, a native of Liverpool, has been appointed office manager.

N—O—P

Q—R—S

T—U—V

W—Y—Z

INVESTMENT TRUSTS (336)

UNIT TRUSTS (3)

IRON, COAL & STEEL (51)

MINES

ELEC. LIGHTING & POWER (—)

FINANCIAL TRUSTS, ETC. (161)

GAS (11)

INSURANCE (151)

West African (4)

Diamond (6)

OIL (182)

PROPERTY (249)

RUBBER (39)

SHIPPING (78)

TEA & COFFEE (8)

TELEGRAPHS & TELEPHS. (—)

TRAMWAYS & OMNIBUS (5)

WATERWORKS (1)

S. Staffordshire W.W 3pcPf. 24 (10/9). 7¾pcDb. 68½ (11/9). 9¼pcDb. (13/9)
Sunderland S. Shields 5pcCns. 37½ (13/9). 5pcPf. 61½ (10/9). 6pcPf. 1986-88 5. 7½pcLn. 65½ (13/9). 7¾pcDb. (13/9). 10pcDb. 87 (13/9)
West Hampshire Wtr. 8(7pcMax.) (10/9)
Woking Dist. Wtr. 7½pcDb. 66 (1. 9½pcDb. 81 (11/9)
Wrexham East Denbighshire Wtr. 3½p. 24½ (12/9)
York Waterworks 7pcDb. 63

SPECIAL LIST

SEPTEMBER 14 (3)

Bulmer Lumb (Hldgs.) 5pcCum.Pf.
Chepstow Racecourse p635

SEPTEMBER 13 (2)

Bradbury Wilkinson 6pcCum.Pf. (fre inc. tax) p105

SEPTEMBER 11 (3)

Porkellis Property Gen. Inv. Tst.
Shanghai Elec. Cons. (Lon. Reg.)

SEPTEMBER 10 (11)

Ascd. Fisheries 8pcCum.Pf. p28¾
Bassett (Geo.) Hldgs. 7½pcCum.Pf.
Lake Elliot 4¼pc2ndCum.Pf. p37 ¼
May Hassell 6pcCum.Pf. p47 ¼
Triplex Foundries Grp. 5½pcCum.Pf.

RULE 163 (1) (e)

Bargains marked under Rule 163 (1) (e) in securities for which quotation has not been granted and which are not recorded in the Official List.

SEPTEMBER 14

Alliance Oil
Anglo Utd. 55
Aquablast 58
Argo Invs. 130 2 30. New 49
Aust. Cons. Inds. 2½
Aust. Cons. Minerals 2
Bk. N.S.W. (Aust. Reg.) 520
Bell Bros. 80
Boral 157
Bridge Oil (20c) 5¼. Do. (5c)
Burns Philip 281
Cabot Exp. 133 5 1
Carlton Utd. Brew. 205
Carr Boyd 7½
Coastal State Gas 8Pf. 925
Colonial Sugar 307
Cork Invs. 30

SEPTEMBER 13

SEPTEMBER 12

SEPTEMBER 11

SEPTEMBER 10

(By permission of the Stock Exchange Council)

NEW "HIGHS" AND "LOWS" FOR 1973

The following securities (number in parentheses) among those quoted in the Share Information Service yesterday attained new "highs" and "lows" for 1973:—

NEW "HIGHS" (6)

BUILDINGS (1)
Man-Abell

PAPERS (1)
Inveresk

PROPERTY (1)
Artagen

TEXTILES (1)
Stoddard

TRUSTS (1)
Grendon Trust

MINES (1)
Pancontinental

NEW "LOWS" (85)

COM'WEALTH & AFRICAN LOANS (2)
Aust. 5½pc 81-82 | Tang'yka. 5½pc 78-82

PUBLIC BOARD & OTHER LOANS (3)
Alcan 10½pc 89-94 | USMC without Wts. | ICFC 9pc 1977

BANKS (3)
Alderman Sec. | Moorgate Merc. | Hawtin

BUILDINGS (3)
Erith | Turriff Constrctn. | Int. Timber

CHEMICALS (6)
Anchor Chemicals | Hickson & Welch | Ball (W. W.) | Stewart Plastics | Blagden & Noakes | Storey Bros.

DRAPERY & STORES (3)
Goodman Bros. | Vantona | Great Universal

ELECTRICALS (3)
G. & M. Power | Stanwood | Scott (James)

ENGINEERING (7)
Glynwed | Robinson (Thos.) | Hopkinsons | United Spring | Marryat N/V | Wolf Electric Tool | Neill (J.)

FOODS (2)
Bassett (Geo.) | Bibby (J.)

HOTELS (1)
Leisure & General

INDUSTRIALS (19)
Bellair | Monument | Brit. & Can. Inv. | Newey & Taylor | Carlton Inds. | Paterson Zochonis | Cole (R. H.) | Pauls & Whites | Croydex Rubber | Rooner | Dom | Do. A | Eastern Produce | Rowan & Boden | Foseco Minsep | Silhouette | Hill (Charles) | Turner (Ray) | Leboff Fobel

INSURANCE (1)
Economic

MACHINE TOOLS (2)
Newall | Wadkin

MOTORS (3)
Clayton Dewandre | Harrison (T. C.) | Bristol Street

SHIPPING (1)
Felixstowe Dock

TEXTILES (1)
Sidlaw Inds.

TRUSTS (18)
Aust. & Int. | Standard Trust | Channel Is. Ind. | Triumph | City & Foreign Inv. | Viking Resources | Delta Inv. | West Coast & Texas | Floreat Inv. | Crest Int. | General Investors | Eldridge Stapleford | Greenfriar Inv. | Equity Enterprises | London & Holyrood | Gilgate | New Court European | Lampa Secs.

OILS (3)
Brit. Borneo | Texaco 4¾pc Conv. | Burmah

RUBBERS (2)
Castlefield | London Asiatic

MINES (2)
Botswana | Central Prov. Mines

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	42	—	7
Cpn. Dom and Foreign Bonds	3	11	78
Industrials	400	229	1,174
Financial and Prop.	131	91	470
Oils	3	10	20
Plantations	2	6	48
Mines	31	29	101
Recent Issues	9	—	27
Totals	621	366	1,917

ERRATA

Metropolitan Water Bd. Met. Water 3pcA 1963-2003) 26½ should have been to Metropolitan Water Bd. East London Water 3pcDb. (11/9)
Equity Enterprises Ord. should have read 192@ 85 (12/9) and should not have been marked 198 5 (13/9)
Australia (Commonwealth of) 6pcReg. 1981-83 should also have been marked 68¼ (3/9)
Local Authority 7pcReg. (18/9/74) 100½ ¼ should have been to the 14pcBds.Reg. (18/9/74) (12/9)
C.P.C. Inv. Tst. Ord. 79½‡ 80‡ should have been to the 6½pcCnv.Uns.Ln. 1984-1989 (13/9)
International Publishing Cpn. 4pcCum.Pf. 43‡ should have been 33‡ (13/9)
Associated Engineering 7¼pcRed.Cum.Pf. 77 should have been to the 6½pcRed. Cum.Pf. 1980 (13/9)
Berry Wiggins Ord. 102 should have been 112 (12/9)
Imasco Com.Shs. n.p.v. 17¾ should have been 14¾ (13/9)

CORAL INDEX
Close 419-424

MONEY + EXCHANGES

Interest rates weaker

Bank of England Minimum Lending Rate 11½%
(since July 27, 1973)

Short-term interest rates had a weaker tone in the London sterling money market yesterday —although day-to-day credit was in short supply, and the authorities gave a moderate amount of assistance, by buying Treasury bills from banks and Discount houses. The three-month sterling certificate yield, for instance, ended at 13⅝-13½, against the previous 13⅝-13¾, while the average rate of Discount at the Treasury bill tender fell 0.0355 per cent. to 10.9507 per cent.

Developments in the London bomb wave were reported to affect one of the Big Four clearing banks, and it seemed that some distortion of the money flows around the commercial banking system arose from this, so that the scale of the official help was greater than might have been looked for on the grounds of the identified factors alone. There was a pre-week-end rise in the note circulation, the authorities held maturing commercial bills, the market faced a net take-up of Treasury bills, and the banks had carried over a certain surplus from the previous day. But Government disbursements were greater than revenue transfers to the Exchequer.

The minimum accepted bid at the Treasury bill tender rose ½p to £97.26½ (equivalent to a fall in annual discount terms of 0.0200 to 10.9701 per cent.), and bids at this level were met as to about 60 per cent., compared with 66 per cent. at the previous week's minimum-accepted of £97.28. Applications were reduced £113.4m. to £136.7m., with the amount of bills on offer cut £100m. to £60m. All bills offered were allotted, while next week £200m. will be on tender, against maturities of £150m.

Bank base rates Page 17

Sept 14 1973	Sterling Certificates of deposits	Inter-bank	Local Authority deposit†	Local Auth. negotiable bonds	Finance house deposit	Company deposits	Discount market deposits	Treasury bills Φ	Bank bills Φ	Fine trade bills Φ
Overnight	—	10-11¾	—	—	—	11	8-10¾	—	—	—
2 days notice	—	—	11-11¾	—	—	—	—	—	—	—
7 days or 7 days notice	—	10⅝-11¼	11½-12	—	—	—	10¾-11	—	—	—
One month	12¼-11⅞	11⅞ 12⅜	11¾-12½	12¾-11¾	12½-12¾	—	11-11½	10⅞-11	12¼-12½	13½-15
Two months	12⅞-12⅞	12½-12⅞	—	13¾-12¾	13-13¼	—	11¼-11½	10⅞-11⅛	12½	13½-15
Three months	13⅜-13⅛	13⅛ 13⅜	13-13¼	14-13	13⅜-13⅝	—	11⅜	11-11⅛	12½	13½-15
Six months	13⅛-13⅞	14⅛ 13⅝	13-13¼	14-13	12½-13¾	—	—	—	13¼-14½	14-15
Nine months	13⅛-13⅞	13⅞ 13⅝	—	14-13	13½-13⅞	—	—	—	—	—
One year	13⅛-13⅞	13⅞ 13⅝	13¾-13⅞	14⅛-13⅛	13½-13⅞	—	—	—	—	—
Two years	[illegible]	—	—	[illegible]	[illegible]	—	—	—	—	—

† Local authorities and finance houses seven days' notice, others seven days fixed. • Long-term local authorities mortgage rates nominally 12½-13⅛ per cent. for three years; 12½-13 per cent. for four years; and 12½-13½ per cent. for five years. Φ Bank bill rates in table are buying rates for prime paper; buying rate for four-month bank bills 12⅞-13½ per cent.: and four-month trade bills 14-15 per cent. Approximate selling rate for one-month Treasury bills 10⅞-10⅞ per cent.; for two-month 10½-10¾ per cent., and for three-month 10⅝-10 13/16 per cent. Approximate selling rate for one-month bank bills 12⅛ per cent., for two-month 12¼-12⅜ per cent., and for three-month 12½-12¾ per cent., for one-month trade bills 12½-13 per cent., two-month 12½-13½ per cent. and three-month 12½-13 per cent.

Finance House Base Rate (published by the Finance Houses Association) 12 per cent. from September 1. Clearing Bank Deposit Rates for small sums at seven days' notice 9½ per cent., and Base Rates for lending 11 per cent.

Treasury bills: Average tender rate of discount 10.9507 per cent.

Tax Deposit Account: Deposit earned a basic 8.12 per cent. in the April-June quarter if withdrawn within that quarter, and 7.33 per cent. if not; in the July-Sept. quarter interest accrued at a rate of 7.33 per cent. for deposits withdrawn within the quarter, and if not so withdrawn, at a rate to be fixed at the end of the quarter (by averaging the Treasury bill rate for the period): Bonus rate 2.5 per cent.

EXCHANGES AND BULLION

Sterling lost ground against the U.S. dollar, and against major currencies in general, falling 50 points on balance in terms of the U.S. dollar to $2.4105-2.4115, while its trade-weighted average depreciation since the Washington currency Agreement of December, 1971, widened to 19.04 per cent., from previous 18.81 per cent. The latest upward movement in U.S. domestic interest rates may have had some favourable effect on the dollar, but appeared largely to have been discounted, with the dollar losing ground against major units in general. Sterling moved in a fairly narrow range, by recent standards, of $2.4095-2.4150, with the relatively high level of short-term Euro-sterling rates (call ending at about 21 per cent.) working in its favour in spot transactions. The one-month discount on the pound narrowed 10c to 1.37½c, the three-month 0.07c to 3.29c, and the six-month 0.06c to 5.34c, but the 12-month was unchanged on the day at 9.45c. The U.S. dollar fell 55 points in terms of the German Mark to DM2.4385, and 40 points in terms of the Swiss franc to Frs.3.0300.

Gold rose $1 an ounce on balance in London to $100-101, in moderate business. The metal opened at the previous $99-100, but the morning fixing was at $100.00 (£41.475), and the afternoon at $100.30 (£41.577). New sovereigns ended at $29¼-30¼, and old at $34¼-35¼, while double Eagles were at $165-167½, single at $83-86, and half at $50-52. In Paris, the one-kilogramme gold ingot was fixed at Frs.14,450 ($103.21 a ounce). Gold turnover at the Bourse meeting was Frs.17.8m., up Frs.1.2m.

EXCHANGE CROSS-RATES

Sept. 14	Frankfurt	New York	Paris	Brussels	London	Amsterdam	Zurich
Frankfurt	—	2.4385-4400	56.70-80	6.455-465	5.874-884	91.57-67	80.45-55
N. York	41.02-.04	-	23.30-34	2.66-6825	2.4110-4120	37.60-62	33.00-.02
Paris (c)	176.0-35	4.290-298		11.522-532	10.324-352	161.25	141.40-82
Brussels	15.28-31	37.26-30	8.66-70		89.86-85	14.00-02	12.390-325
London	5.87½-88½	2.4105-15	10.33½-34½	89.75 90	—	6.41.42	7.30½-31½
Amt'dam	109.105-155	2.6562-6607	61.99-.02	7.1405-55	6.4115-65	—	87.845-895
Zurich	124.07-34	3.028-032	70.64-71	8.12-1425	7.3005-3180	113.70-.95	—

U.S. $ in Montreal 0.9905-08 Canadian $ in New York 1.0092-96 U.S. $ in Milan 585.50 Sterling in Milan 1385.30 (c) Commercial.

EURO-CURRENCY INTEREST RATES ◇

Sept. 14 1973	Sterling	U.S. Dollar	Canadian dollar	Dutch guilder	W. German mark	Swiss franc
†Short-term	20-22	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
7 days' notice	—	10 7/16 11 1/16	[illegible]	8⅞-7⅛	11 11¼	9-9⅛
Month	17¾-18⅛	11¼-11¾	8⅛-8¼	10-10⅞	8⅛-8⅜	6-6¼
Three months	16⅜-16⅝	11¼-11⅝	8¼-8½	10¼-10⅝	8⅛-8½	6-6¼
Six months	15 1/16-15 7/16	11¼-11¾	8⅜-8⅝	10-10¼	8⅛-8⅞	7-7¼
One year	14¼-14⅝	10⅞-11	8½-8⅝	9-9¼	8⅛-8⅜	7-7¼

Long-term certificate rates as follows: two years 9¾-10 per cent.; three years 9⅜-9⅞ per cent.; four years 9⅜-9⅞ per cent.; and five years 9⅜-9⅞ per cent.

The following nominal rates were quoted for London dollar certificates of deposit: one month 11 9/16-11⅜ per cent.; three months 11 9/16-11⅜ per cent.; six months 11 9/16-11 5/16 per cent.; one year 10 15/16-10 11/16 per cent.

◆ Rates are nominal closing rates.

† Short-term rates are call for sterling, U.S. dollars and Canadian dollars are two days' notice for guilders, marks and Swiss francs.

FOREIGN EXCHANGES

Sept. 14 1973	Bank Rate %	Day's Spread	Close
New York	7½	2.4095-2.4150	2.4105-2.4115
Montreal	[illegible]	[illegible]	[illegible]
Amst'dam	[illegible]	[illegible]	[illegible]
†Brussels	[illegible]	[illegible]	[illegible]
Copen'h	[illegible]	[illegible]	[illegible]
Frankfurt	[illegible]	[illegible]	[illegible]
Lisbon	[illegible]	[illegible]	[illegible]
Madrid	[illegible]	[illegible]	[illegible]
ΦMilan	[illegible]	[illegible]	[illegible]
Oslo	[illegible]	[illegible]	[illegible]
‡Paris	[illegible]	[illegible]	[illegible]
Stockm	[illegible]	[illegible]	[illegible]
Tokyo	[illegible]	[illegible]	[illegible]
Vienna	[illegible]	[illegible]	[illegible]
Zurich	[illegible]	[illegible]	[illegible]

†† Basic discounts. ▲ Bank of Portugal discount rate. † Rates given are for convertible francs. Financial franc 90.95-91.15. ‡ Rates given are for commercial franc. Financial franc 10.48-10.51. Φ Rate given is commercial: closing financial lira 1.443-1.451. na Not available.

OTHER MARKET RATES

[illegible]

‡ Based on rates quoted by specialist dealers. Other rates may be quoted elsewhere. [illegible]

FORWARD RATES

	One Month	Three months
New York	1.40-1.30 c. pm	3.35-3.25 c.pm
Montreal	2.00-1.80 c.pm	4.65-4.45 c.pm
Amst'dam	5-4 c. pm	11-10 c. pm
Brussels	90-70 c. pm	210-190 c.pm
Copenh'n	4 ore pm-1 dis	5 ore pm-par
Frankfurt	5¼-4¼ pf pm	13¼-12¼ pf. pm
Lisbon	75 c. pm-par	220-20 c. pm
Milan	4 lire pm-5 lire dis	Par-8 lire dis
Oslo	13-10 ore pm	28-25 ore pm
Paris	9-8 c. pm	21½-20½ c. pm
Stockh'lm	12-9 ore pm	23-20 ore pm
Vienna	20-10 gro. pm	140-60 gro. pm
Zurich	6¾-5¾ c. pm	20½-19½ c. pm

BUILDING SOCIETY RATES

	Dep.	Share Accnts.	Sub'pn Shares	Term Shares
Abbey National	6.5 %	6.75%	7.25%	
Alliance	6.5 %	6.75%	—	7.0 %
Anglia	6.5 %	6.75%	7.0 %	7.0 %
Bradford & Bingley	6.5 %	6.75%	7.0 %	7.0 %
Chelsea	6.5 %	6.75%	7.0 %	7.0 %
Derbyshire	6.5 %	6.75%	8.0 %	7.25%
Halifax	6.5 %	6.75%	7.0 %	—
Hendon	6.3 %	7.07%	—	*7.35%
Leicester Permanent	6.5 %	6.75%	7.7 %	7.0 %
†Nationwide	7.25%	7.5 %	8.0 %	7.75%
Northern Rock	6.5 %	6.75%	7.5 %	‡7.25%

* Six months min. † As from October 1, 1973. ‡ Three years.

LOCAL AUTHORITY DEPOSIT RATES

Local Authority	Rate	Min. sum	Period years	Rate	Min. sum	Period years
*Bradford County B.C.	10½%	£500	2-4	—	—	—
London B. Wandsworth	10½%	£500	1-2	10¾%	£50	1-2

* Special terms for £25,000 and over.

Option Report—3-month Call rates

OPTION DEALING DATES

First Deal-ings	Last Deal-ings	Last Declara-tion	For Settle-ment
Sept. 11	Sept. 24	Dec. 6	Dec. 18
Sept. 25	Oct. 8	Dec. 20	Jan. 8
Oct. 9	Oct. 22	Jan. 3	Jan. 22

The Option market saw another active trading session with money given for the "call" in Barclays Bank, Spillers, Slater Walker, Charter Cons., Grand Metropolitan, Triumph Investment Trust, Williams Hudson, Lonrho, Laurie Marsh, Man-Abell, English and Overseas, Barker and Dobson, General Electric, Dunlop, Allied Breweries, ICI, London Brick, Rugby Portland Cement, J. Lyons "A," Cadbury Schweppes, Distillers, British-American Tobacco and Imperial Group. No "doubles" or "puts" were reported.

Industrials						Mines	
A.P.Cement	15	Glaxo	30	Slater Walker	12	Anglo Amer.	30
Assoc.Leisure	4	Grand Met.	10	Spillers	6	BrokenHillProp	35
[illegible]		G.U.S. "A"	25	Tesco	6	[illegible]	
		Guardian	29	Thorn 'A'	24		

[illegible]

REGIONAL MARKETS

Prices in pence and denominations of 25p unless otherwise stated

BELFAST · IRISH EXCHANGE · NORTHERN EXCHANGE · MIDLANDS & WESTERN · SCOTTISH EXCHANGE

[illegible]

ACTIVE STOCKS

YESTERDAY—

Stock	Denomination	No. of marks	Closing price	Change on day	1973 high	1973 low
ICI	£1	13	242	− 1	294	235
Trust H'ses Forte	25p	13	174	+ 7	261	164
Williams Hudson	20p	11	182½	+ 4	212	91
Zambia Copper	$BD0.24	11	54	+ 2	80	40
GEC	25p	10	146½	+ 4½	154	127
P & O Defd.	£1	9	298	+ 8	364	269
RTZ	25p	9	214	+ 1	270	200
Channel Tunnel	20p	8	195	−23	240	130
Inveresk Gp.	50p	8	60½	+ ½	62½	31
Midland Bank	£1	8	340	—	503	333
"BATS"	25p	7	252	− 1	303	231
Grand Met.	50p	7	105	+ 1	194½	99
Marsh (Laurie)	10p	7	100	—	115	68
Slat. Walker Secs.	25p	7	158	+ 3	284	143
Scot. & Newcastle	20p	7	81½	+ 1	124	73½

The above list of active stocks is based on the number of bargains recorded yesterday in the Official list and under Rule 163(1) (e) and reproduced to-day in Stock Exchange dealings.

ON THE WEEK—

Stock	Denomination	No. of marks	Closing price	Change on week	1973 high	1973 low
ICI	£1	67	242	− 3	294	235
De Beers Defd.	R0.05	56	342	−23	412	330
Channel Tunnel	20p	48	195	+12	240	130
GEC	25p	45	146½	+ 6½	154	127
Mann Egerton	25p	45	196	−62	205	119
BP	£1	44	498	− 6	600	494
Grand Met.	50p	41	105	+ 1	194½	99
Slat. Walker Secs.	25p	41	158	+11	284	143
Burmah Oil	£1	39	392	−10	506	392
Charter Cons.	25p	39	166	−11	275	153
"BATS"	25p	38	252	− 3	303	231
Courtaulds	25p	37	133	− 1	166½	130
Marks & Spencer	25p	37	268	+ 4	289	246
RTZ	25p	37	214	− 3	270	200
Shell Transport	25p	36	275	− 7	363	274

SHARE INFORMATION SERVICE: NOTES

Unless otherwise indicated prices are in pence, denominations are 25p and dividends are in pence. [illegible]

※ Regional price. ‖ No par value. [illegible]

F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of The Financial Times, The Institute of Actuaries and The Faculty of Actuaries

EQUITY GROUPS — GROUPS & SUB-SECTIONS. Figures in parentheses show number of stocks per section.

	Groups & Sub-sections	Fri. Sept. 14 1973 Index No.	Day's Change %	Est. Earnings yield % (full)	Gross Div. yield %	Est. P/E Ratio (net)	Est. P/E Ratio (nil)	Thurs. Sept. 13 Index No.	Wed. Sept. 12 Index No.	Tues. Sept. 11 Index No.	Mon. Sept. 10 Index No.	Year ago (approx.) Index No.	1973 High	1973 Low	Since Compilation High	Since Compilation Low
1	CAPITAL GOODS (185)	157.78	+1.4	10.94	4.45	12.64	12.63	156.64	156.04	154.52	156.49	180.30	186.03 (17/1)	153.79 (6/9)	206.37 (4/5/72)	82.82 (25/6/66)
2	Building Materials (29)	160.74	+1.5	12.49	4.47	10.96	10.96	158.33	157.90	158.77	159.41	194.59	196.69 (2/1)	157.90 (12/9)	233.84 (2/5/72)	85.01 (25/6/62)
3	Contracting, Construction (22)	271.82	+0.7	11.66	3.10	12.10	12.07	269.87	267.87	271.20	271.44	351.55	348.47 (17/1)	265.95 (6/3)	389.33 (18/5/72)	84.59 (27/6/66)
4	Electricals (17)	280.84	+3.1	10.38	3.64	13.16	13.16	272.40	271.88	266.73	269.28	290.47	307.90 (9/1)	258.48 (4/9)	350.04 (4/5/72)	84.71 (25/6/62)
5	Engineering (Heavy) (15)	175.31	+0.9	11.67	4.43	11.31	11.31	173.73	173.04	171.72	171.84	159.18	202.57 (8/6)	163.41 (5/3)	202.57 (8/6/73)	151.45 (28/9/72)
6	Engineering (General) (65)	130.24	+0.6	10.73	5.39	13.01	13.01	129.50	128.79	128.16	129.38	152.84	158.64 (2/1)	128.16 (11/9)	166.59 (4/5/72)	128.16 (11/9/73)
7	Machine and Other Tools (13)	56.46	—	5.03	6.94	34.74	31.92	56.48	56.30	56.13	56.53	62.84	67.86 (8/6)	56.13 (5/9)	136.70 (4/7/66)	43.96 (5/3/71)
8	Miscellaneous (24)	142.69	+0.5	9.56	4.36	14.49	14.46	142.04	141.59	141.89	142.14	150.18	173.76 (11/1)	141.59 (12/9)	177.41 (27/4/72)	69.01 (6/11/65)
9	CONSUMER GOODS (DURABLE) (59)	167.39	+0.3	11.51	3.69	12.05	12.02	168.86	166.39	166.18	166.73	203.74	210.88 (11/1)	163.78 (5/9)	227.78 (21/4/72)	79.16 (25/6/62)
10	Lt. Electronics, Radio TV (14)	200.33	+1.4	9.08	2.25	15.34	15.26	197.60	197.42	197.52	198.93	235.21	251.93 (11/1)	187.21 (11/6)	257.41 (19/5/72)	71.10 (18/1/69)
11	Household Goods (16)	201.23	+0.2	14.22	4.15	9.71	9.65	200.92	200.46	199.84	199.78	235.92	237.99 (2/1)	198.60 (5/9)	263.22 (4/5/72)	86.66 (25/6/62)
12	Motors and Distributors (29)	94.48	−1.1	14.01	5.61	9.88	9.88	95.56	95.01	94.74	94.70	122.90	122.75 (17/1)	93.52 (6/9)	170.59 (15/1/69)	75.92 (24/10/62)
13	CONSUMER GOODS (NON-DURABLE) (170)	167.68	+0.8	10.15	4.33	13.63	13.51	166.34	165.10	164.59	165.87	210.50	212.15 (2/1)	163.43 (5/9)	226.08 (18/8/72)	83.71 (8/11/65)
14	Breweries (16)	194.70	+0.9	10.18	4.47	14.04	14.04	192.92	192.63	191.94	192.51	259.20	265.23 (2/1)	187.51 (27/7)	281.87 (28/11/72)	80.30 (30/8/66)
15	Wines and Spirits (8)	188.99	+0.8	9.71	4.47	14.55	14.55	187.40	186.02	186.24	186.89	218.20	216.18 (17/1)	174.44 (11/7)	267.40 (13/7/72)	118.78 (15/6/70)
16	Entertainment, Catering (16)	212.34	+1.4	10.73	4.80	12.74	12.71	209.40	207.77	207.65	209.14	290.88	323.23 (19/1)	204.05 (6/9)	329.99 (12/12/72)	30.11 (23/7/62)
17	Food Manufacturing (24)	149.64	+0.8	11.25	4.44	12.20	12.20	148.48	147.80	147.71	149.54	189.62	187.87 (2/1)	146.91 (5/9)	211.65 (1/5/72)	95.98 (15/6/70)
18	Food Retailing (18)	156.10	+0.5	8.23	3.09	17.35	17.35	155.25	153.51	153.69	154.56	271.25	217.48 (2/1)	151.08 (27/7)	235.08 (15/8/72)	94.62 (25/5/70)
19	Newspapers, Publishing (16)	220.30	+1.9	11.59	3.98	12.25	12.25	216.25	216.08	217.35	217.88	236.93	260.29 (18/1)	216.08 (12/9)	260.29 (18/1/73)	81.74 (6/6/62)
20	Packaging and Paper (15)	97.38	+0.8	11.67	5.59	11.73	11.71	96.64	96.32	95.65	96.42	123.44	126.47 (2/1)	95.32 (12/9)	135.69 (22/4/72)	87.91 (25/6/62)
21	Stores (28)	154.54	+0.6	8.48	3.53	16.85	16.85	153.58	152.24	151.21	152.83	188.51	186.50 (2/1)	148.34 (9/3)	204.39 (16/8/72)	72.74 (8/11/65)
22	Textiles (20)	164.45	+0.5	13.85	5.61	8.50	7.94	163.60	162.98	162.24	163.08	214.60	213.80 (2/1)	161.55 (6/9)	253.72 (17/9/68)	89.90 (20/7/62)
23	Tobacco (3)	247.23	+0.9	11.42	6.36	12.18	12.13	245.09	240.83	238.92	240.31	296.15	289.56 (2/1)	236.48 (6/9)	332.15 (2/8/72)	94.34 (13/6/62)
24	Toys and Games (6)	63.61	+0.5	10.75	3.29	13.19	13.19	63.30	62.40	62.62	62.15	70.06	80.79 (15/1)	61.76 (24/8)	136.72 (18/1/70)	44.90 (9/8/71)
	OTHER GROUPS															
25	Chemicals (22)	158.03	−0.2	8.40	4.58	16.46	16.43	158.34	157.73	157.38	158.04	187.22	191.47 (17/1)	155.24 (4/9)	201.92 (31/1/69)	95.29 (25/6/62)
26	Office Equipment (10)	181.76	+1.0	5.55	2.31	23.71	23.71	180.00	181.14	177.65	179.50	229.35	227.62 (9/1)	165.93 (21/5)	246.06 (1/9/72)	109.12 (26/5/70)
27	Shipping (10)	440.65	+1.5	8.61	3.98	13.79	12.40	434.22	429.06	429.96	432.72	466.92	515.97 (19/1)	420.07 (6/9)	517.00 (5/12/72)	90.80 (29/6/62)
28	Miscellaneous (41)	193.55	+1.4	9.77	3.98	14.59	14.37	190.92	188.88	188.47	190.17	238.54	242.39 (17/1)	188.32 (5/9)	258.83 (2/6/72)	76.52 (6/11/66)
29	INDUSTRIAL GROUP (497)	168.74	+0.9	10.03	4.22	13.74	13.64	167.29	166.32	165.79	166.92	204.82	207.00 (8/1)	164.67 (5/9)	220.17 (1/5/72)	120.61 (8/3/71)
30	Oil (3)	264.60	—	5.70	4.65	23.28	17.57	264.65	264.57	266.70	267.58	306.05	328.39 (15/1)	264.25 (4/9)	431.66 (29/5/69)	87.23 (29/5/62)
31	500 SHARE INDEX	177.09	+0.8	9.50	4.27	14.47	14.03	175.76	174.87	174.46	175.66	213.40	217.40 (10/1)	173.51 (5/9)	227.98 (18/8/72)	84.96 (28/6/62)
32	FINANCIAL GROUP (101)	178.26	+0.8	—	3.44	—	—	176.89	176.15	175.11	176.33	213.50	230.42 (9/1)	173.05 (6/9)	241.41 (21/4/72)	69.83 (30/8/66)
33	Banks (6)	194.56	+1.3	13.79	3.23	10.25	10.25	191.99	190.00	190.22	192.31	259.45	269.62 (9/1)	189.81 (6/9)	288.32 (20/7/71)	59.25 (16/8/64)
34	Discount Houses (8)	167.37	—	—	7.01	—	—	167.37	167.66	167.36	167.82	231.60	258.57 (23/6)	157.32 (7/9)	293.15 (2/5/72)	87.65 (18/6/69)
35	Hire Purchase (5)	305.55	+2.4	10.56	4.13	13.37	13.37	298.48	293.52	291.35	292.74	388.11	374.92 (9/1)	288.83 (7/9)	433.72 (4/5/72)	80.02 (3/8/65)
36	Insurance (Life) (9)	133.40	+0.7	—	4.04	—	—	132.49	132.46	131.60	133.06	178.05	186.26 (8/1)	128.52 (6/9)	194.46 (15/3/72)	61.35 (20/8/65)
37	Insurance (Composite) (8)	109.40	+0.7	—	4.66	—	—	108.60	108.69	108.13	108.56	141.80	141.37 (9/1)	102.16 (6/9)	155.76 (21/4/72)	64.40 (18/3/65)
38	Insurance (Brokers) (8)	197.67	+0.7	8.05	3.72	17.56	17.56	196.31	195.82	195.76	194.19	228.23	249.06 (2/1)	190.98 (28/8)	262.37 (12/12/72)	82.59 (24/7/69)
39	Merchant Banks (18)	187.18	+0.3	—	2.95	—	—	186.70	186.57	185.89	187.49	216.93	253.12 (9/1)	184.86 (6/9)	278.57 (1/5/72)	50.47 (15/7/65)
40	Property (29)	281.91	+0.4	3.66	2.19	35.58	35.91	280.75	280.20	279.78	279.58	281.03	310.44 (2/1)	222.63 (2/3)	324.23 (26/4/72)	56.01 (20/4/65)
41	Miscellaneous (10)	180.74	−0.6	10.31	5.08	13.75	13.75	181.83	179.50	178.59	182.50	246.74	251.14 (17/1)	174.94 (6/9)	303.13 (18/5/72)	120.06 (31/12/70)
42	Investment Trust Group (50)	172.42	+0.2	3.33	3.34	30.20	30.07	172.10	171.91	172.52	173.06	218.62	226.13 (18/1)	171.91 (12/9)	246.79 (25/4/72)	80.84 (25/6/62)
43	ALL-SHARE INDEX (651)	175.88	+0.7	—	4.04	—	—	174.61	173.79	173.31	174.47	212.28	219.02 (10/1)	172.39 (6/9)	228.16 (1/5/72)	63.72 (25/6/62)
	COMMODITY GROUPS (Not included in 500 or All-Share indices)															
44	Rubbers (10)	426.28	−0.2	5.11	4.65	26.06	20.88	427.17	430.19	433.22	433.91	330.87	558.37 (23/7)	415.62 (22/1)	586.57 (23/7/73)	94.68 (25/6/65)
45	Teas (10)	104.64	—	5.12	8.40	49.56	37.36	104.64	104.69	104.78	105.04	105.46	120.92 (16/1)	104.64 (13/9)	121.47 (1/5/72)	59.96 (14/11/69)
46	Coppers (4)	389.64	+2.2	25.42	10.33	3.93	3.93	381.24	370.30	386.39	388.81	415.12	567.78 (13/7)	[illegible] (5/9)	567.78 (13/7/73)	94.08 (29/4/62)
47	Mining Finance (11)	101.55	+0.5	5.66	5.03	19.01	18.84	101.03	99.69	102.69	104.15	128.79	127.69	99.59	175.90	70.93
48	Tins (8)	67.23	+0.1	8.14	7.34	16.51	12.97	67.23	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

FIXED INTEREST

		Friday, Sept. 14 Index No.	Yield %	Thurs. Sept. 13	Wed. Sept. 12	Tuesday Sept. 11	Monday Sept. 10	Friday Sept. 7	Thurs. Sept. 6	Wed. Sept. 5	Year ago (approx.)	1973 High	1973 Low	Since Compilation High	Since Compilation Low
1	Consols 2½% yield	—	11.69	11.75	11.66	11.67	11.67	11.73	11.79	11.72	9.56	—	—	—	—
2	20-yr. Govt. Stocks (6)	61.27	110.74	61.00	61.27	61.43	61.46	61.34	61.07	61.54	73.59	74.82	61.00	115.48	61.00
3	20-yr. Red. Deb. & Loans (15)	60.76	112.22	60.77	60.77	60.84	60.99	61.07	61.05	61.59	71.45	[illegible]	[illegible]	[illegible]	[illegible]
4	Investment Trust Prefs. (15)	52.93	12.51	52.93	52.81	52.81	52.86	52.86	52.86	52.83	61.51	[illegible]	[illegible]	[illegible]	[illegible]
5	Coml. and Indl. Prefs. (20)	67.10	11.62	67.17	67.31	67.35	67.25	67.23	67.46	67.81	81.31	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

INSURANCE, PROPERTY, BONDS

Abbey Life Assurance Co. Ltd. · Atlantic Assurance Co. Ltd. · Barclays Unicorn Life Ass. Co. Ltd. · Wm. Brandt's Sons and Co. · Canada Life Assurance Company · Cannon Assurance Ltd. · Capital Life Assurance · The City of Westminster Ass. Co. Ltd. · Second Managed Fund · Commercial Union Group · Cornhill Insurance Co. Ltd. · Crescent Life Ass. Co. Ltd. · Crusader Insurance Co. Ltd. · Ebor Phoenix Assurance · Fidelity Life Assurance Ltd. · Growth & Sec. Life Ass. Soc. Ltd. · Guardian R.E. · Hambro Life Assurance Limited · Hearts of Oak Benefit Society · Hill Samuel Life Ass. Ltd. · Hodge Life Assurance Co. Ltd. · Imperial Life Ass. Co. of Canada · The Individual Life Ins. Co. Ltd. · Investment Annuity Life Assur. · Irish Life Assurance Co. Ltd. · King & Shaxson Ltd. · Langham Life Assurance Co. Ltd. · Life & Equity Assurance · Life Assur. Co. of Pennsylvania · Lloyds Life Assurance Ltd. · London Indemnity & General · Magna Assurance Company · Marine & Gen. Mutual Life Ass. Soc. · Nation Life Insurance Co. Ltd. · Norwich Union Insurance Group · Oakhill Assurance Ltd. · Old Broad Street Secs. Assur. Ltd. · Phoenix Assurance Co. Ltd. · Prop. Equity & Life Ass. Co. · Property Growth Assur. Co. Ltd. · Prudential Pensions Limited · Reliance Mutual · Royal Insurance Group · Save and Prosper Group · Schroder Assurance Ltd. · Scot. Widows' Fnd. & Life Ass. Soc. · Sun Life of Canada (U.K.) Ltd. · Target Life Assurance Co. Ltd. · Trident Life Assurance Ltd. · Tyndall Assurance Ltd. · Vanbrugh Life Assurance Ltd. · Welfare Insurance Company Ltd. · Windsor Life Assur. Co. Ltd.

[illegible]

F.T. SHARE INFORMATION SERVICE

BRITISH FUNDS

1973 High	Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
		"Shorts" (Lives up to Five Years)				
99⅜	97½	Treasury 5¼pc 1973	98⅝	......	5.32	11.00
99⅝	95¾	Conv. 5¼pc 1974	95⅞	......	5.48	11.11
98¼	95⅛	Treasury 5½pc 1974	95⅝	......	5.75	10.29
99⅞	95⅝	Treasury 6¾pc 1974	95⅞	......	7.04	10.34
97⅞	93⅝	Treasury 6pc 1975	94⅜	+⅛	6.36	10.50
99⅞	94⅞	Treasury 8pc 1975●	95½	+⅛	8.38	11.02
92⅝	88	Savings 3pc '65-75	89⅞	+⅛	3.34	8.89
95	90	Exch. 6½pc 1976	90⅜	+⅛	7.20	11.19
95¼	89	Treasury 6½pc 1976	89⅜	+⅛	7.29	10.92
98½	96	Victory 4pc 1976	96½	......	4.14	6.52
91⅞	85⅜	Treasury 6¼pc 1977	86¾	+⅛	7.20	10.94
87	82¾	Electric 3pc '74-77	83xd	......	3.61	8.76
85¼	80¾	Transport 4pc '72-77	81	......	4.94	9.52
101¼	90⅞	Treasury 9pc 1978	91⅞xd	+¼	9.80	11.34
		Five to Fifteen Years				
86⅝	77¼	Exchequer 5pc '76-78	77¾xd	+⅛	6.42	10.83
75½	69¼	Treasury 3pc 1979●	69⅝xd	+⅛	4.31	9.82
81⅝	71⅞	Electric 4¼pc '74-79	72⅜xd	+¼	5.87	10.53
77⅝	70⅝	Do 3½pc '76-79	71⅛	+¼	5.01	10.18
100⅜	89⅜	Treasury 9pc 1980●	89⅜	+¼	10.07	11.36
75⅞	68⅛	Treasury 3½pc '77-80	68⅝	+¼	5.17	10.24
83¼	74¼	Funding 5¼pc '78-80	74¾	+¼	7.15	10.92
75¼	65¾	Treasury 3½% '79-81	66¼	+¼	5.31	10.14
97¾	85⅛	Do 8½pc '80-82	86⅜	+¼	10.02	11.33
80⅝	70¼	Funding 5½pc '82-84	70⅝	+¼	7.90	10.34
95½	82⅞	Treasury 8½pc '84-86	83⅛	+¼	10.43	10.25
81⅝	70⅝	Funding 6½pc '85-87	70⅝	+¼	6.55	10.08
87¼	75	Treasury 7¾pc '85-88	75¼	+¼	10.46	11.47
54⅞	46⅞	Transport 3pc '78-88	47⅛	+¼	6.46	10.01
		Over Fifteen Years				
68⅛	55¾	Treasury 5pc '86-89	56xd	+¼	8.87	10.76
90⅞	77⅝	Treasury 8¼pc '87-90	77⅞	+¼	10.90	11.54
72⅜	59¼	Funding 5¾pc '87-91	59½xd	+¼	9.63	10.96
72¾	59	Funding 6pc 1993	59¼	+¼	11.14	11.13

Undated

INTERNATIONAL BANK

CORPORATION LOANS

COMMONWEALTH & AFRICAN LOANS

PUBLIC BOARD AND OTHER LOANS

FOREIGN BONDS & RAILS

U.S. $ DM Prices exclude inv. $ premium

AMERICANS

S.E. List Premium 20¼% (based on $2.4118 per £)

CANADIANS

S.E. List Premium 20¼% (based on $2.4320 per £)

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This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £250 per annum for each security.

For Notes, see page 27

BANKS AND HIRE PURCHASE

Hire Purchase etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER & ROADS

BUILDING INDUSTRY—Continued

CHEMICALS, PLASTICS, ETC.

CINEMAS, THEATRES AND TV

DRAPERY AND STORES

DRAPERY AND STORES—Continued

ELECTRICAL AND RADIO

ENGINEERING AND METAL

ENGINEERING AND METAL—Cont.

FOOD, GROCERIES, ETC.

HOTELS AND CATERERS

HOTELS—Continued

INDUSTRIALS—(Miscell.)

INDUSTRIALS—Continued

[illegible]

INDUSTRIALS—Continued

[illegible]

††INSURANCE

[illegible]

MACHINE TOOLS

[illegible]

MOTORS, AIRCRAFT TRADES

Motors and Cycles

[illegible]

Commercial Vehicles

[illegible]

Components

[illegible]

Garages and Distributors

[illegible]

NEWSPAPERS, PUBLISHERS

[illegible]

PAPER, PRINTING, ADVERTISING

[illegible]

PROPERTY

[illegible]

PROPERTY—Continued

[illegible]

SHIPBUILDERS, REPAIRERS

[illegible]

SHIPPING

[illegible]

SHOES AND LEATHER

[illegible]

SOUTH AFRICANS

[illegible]

TEXTILES

[illegible]

TEXTILES—Continued

[illegible]

TOBACCOS

[illegible]

TRUSTS, FINANCE, LAND

Investment Trusts

[illegible]

TRUSTS—Continued

[illegible]

Finance, Land, etc.

[illegible]

OILS

[illegible]

RUBBERS AND SISAL

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
41	30½	Anglo-Indo'n'sn	30½	......	—	—	—
50	29	Bertam Con. 10p	36	+1	§12.9	0.9	5.1
84	52	Bradwall 10p	73	......	§14.7	0.8	2.9
56	25	Brit. Malay 10p	42	+½	10	1.8	2.4
114	78	Castlefield 10p	78	−1	†15	1.5	1.9
85	66	Chersonese 10p	79	......	§28	0.7	5.1
77½	43	Cons. Plants 10p	54½	......	16.6	ϕ	3.1
29	20	Dwa. Plant 10p	25	......	ϕB	—	—
40	17	Gadek 10p	39	......	§8¾	0.8	3.2
87	59½	Golden Hope 10p	59½	......	35	1.2	5.9
7½	4¼	Grand Central 10p	5½xd	......	25	—	11.9
475	342	Guthrie Corp £1	370	......	§12.9	1.3	5.0
129	92	Highlands 10p	95	......	§25.7	0.5	3.8
178	85	Kuala Kepong 10p	133½	+1½	25	1.8	1.8
*41	25	Kulim 10p	29½	......	§11.9	0.8	5.8
60½	41	Ldn. Asiatic 10p	41	−½	h§17.5	1.2	6.1
50	30½	Ldn. Sumatra 10p	31	−½	§10.3	1.5	4.7
81	36	Malakoff 10p	49½	......	12½	1.9	2.5
23	15	Malayalam 10p	15½	......	15	0.5	9.7
60	36	Muar River 10p	49	......	15	1.5	3.1
56	37	Pataling 10p	38	......	h§16.3	1.1	6.1
67	44	Plantat'n Hds. 10p	51½	−½	21	1.4	4.1
£11½	675	Sungei Krian £1	900	−25	40	1.1	4.4
*34	17½	Taiping 10p	27½	......	h8	1.6	2.9
68	24½	Warren Rub. 10p	63#	......	25	0.7	0.8

TEAS

India and Bangladesh

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
52	44	Assam & Afr. £1	42	......	4	1.7	9.1
100	80	Assam Dooars £1	80	......	7½	2.3	ϕ
110	70	Assam Front'r £1	70	......	8	(1.0)	11.4
108	76	British Indian £1	76	......	6	1.5	7.9
190	135	Cossnock £1	160	......	—	—	—
238	170	Cons. Tea & Land £1	178	......	§0.7	—	0.6
145	78	Darjeeling Co. £1	80	......	§3.5	0.9	6.2
98	75	Jokai £1	75	......	8	1.1	10.7
160	100	Jorehaut £1	134	......	§3½	1.2	3.7
134	88	Longbourne £1	94	......	†§2.1	ϕ	3.3
132	90	McLeod Russel £1	102	......	§5	—	4.9
83	70	Moran £1	70	......	§2.9	—	6.1
40	22	Nedeem £1	25	......	B	—	—
365	232	Tenth Hldgs. £1	312	......	§5¼	2.8	2.4
77	60	Warren £1	60xd	......	6	2.1	10.0
93	76	Williamson £1	76	......	§4.2	2.1	7.9

Sri Lanka

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
16	9½	Central Prov.	12½	......	§1¾	—	3.5
155	133	Crosby House £1	143	......	10½	0.9	7.3
35#	—	Lanka	35#	......	3½	—	2.4
76	56	Lunuva £1	58	......	§2.9	Q1.1	7.2
32	23	Nuwara Eliya £1	24	......	—	—	—
65	33	Ouvah High £1	38xd	......	§1.5	3.0	5.5
190	136	Pelmadulla £1	136	......	11.2	ϕ	8.6
34	23	Ropaw'la Hg. 50p	24#	......	ϕB	—	—
42½	24	Sr'l Tea & Lds. £1	27	......	ϕ§2.1	ϕ	11.1
110	49	Standard £1	55	......	5	1.7	9.1
46	21	Tea Corporation	30	......	—	—	—

Africa

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
91	55	Bandanga Hldg.	84	−2	h§10.5	2.4	4.5
250	222	Blantyre £1	233	......	§14	1.5	8.6
43	34	Peacock Sas. 10p	41	......	32½	1.8	7.9
84	71	Ruo Estates	79	......	22½	1.3	7.1

MINES—CENTRAL RAND

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
840	205	Durban Deep R1	590	......	†30c	2.3	3.2
590	160	E. Rand Prp. R1	350	......	†15c	4.5	2.7
44	16	Rand Leases 2½c	25	−2	—	—	—
£10¼	270	Randf'tn Est. R2	680	+10	—	—	—
210	43	West Rand R1	130	......	†8c	—	3.8

EASTERN RAND

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
182	84	Bracken R1	155	......	25c	1.1	9.9
11	7	Doggafontein 50c	9	......	—	—	—
70	30	East Dag R1	42	......	†45c	1.1	—
22	11	G'vmnt. Areas 2½c	16	−1	—	—	—
138	45	Grootvlei 30c	108	−2	†13c	1.0	7.4
375	190	Kinross R1	260	......	†30c	1.8	7.1
108	40	Leslie R1	78	+3	14c	1.1	11.0
225	88	Marievale	200	+5	†30c	1.5	9.2
260	94	S. African Ld. 35c	190	......	220c	—	6.4
120	52	Vlakfontein R1	97	......	22c	1.0	13.9
610	286	Winkelhaak R1	470	......	†26c	1.7	3.4
39	11	Wit. Nigel 25c	26	......	1½c	ϕ	3.0

FAR WEST RAND

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
415	205	Blyvoor 25	320	......	35c	ϕ	5.8
£12½	415	Buffels R1	940	−10	75c	ϕ	4.9
705	285	Doornfontein R1	490	−5	49c	ϕ	5.8
600	245	East Drie R1	385	−5	—	—	—
470	240	Do. Comb. Units	360	−10	—	—	—
245	102	Elsburg R1	158	−7	—	—	—
£14½	545	Hartebeest R1	£10¾	−¼	100c	ϕ	5.4
810	365	Kloof Gold R1	585	−15	45c	ϕ	4.4
690	350	Do. Comb. Units	550	......	—	ϕ	—
725	355	Libanon R1	495	−5	57c	ϕ	6.6
515	204	Southvaal R0.5	340	−10	—	—	—
300	101	Stilfontein 50c	215	......	m17½c	1.6	5.0
£14¾	710	Vaal Reefs 50c	£10½	......	†55c	3.3	3.2
340	100	Venterspost R1	225	......	37c	ϕ	9.5
£19¾	£11¼	W. Drie R1	£16½	......	210c	ϕ	7.4
260	113	W'st'rn Areas R1	195	......	†16c	2.4	5.2
£10	505	Western Deep R2	760	−10	†30c	1.8	6.5
220	82	Zandpan R1	150	−3	16.3c	—	6.7

O.F.S.

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
175	83	Fr. State Dev. 50c	125	−5	6½c	1.4	3.2
£11⅝	710	F.S. Geduld 50c	970	+10	205c	ϕ	13.0
440	160	Harmony 50c	295	+5	29c	ϕ	6.3
222	67	Loraine R1	151	−4	6c	ϕ	2.5
£11⅝	615	Pres. Brand 50c	950	......	150c	ϕ	9.7
£12	434	Pres. Steyn 50c	945	−25	50c	ϕ	3.3
£13½	845	St. Helena R1	£10⅞	−⅛	†90c	1.2	5.4
345	178	Welkom 50c	270	+5	50c	ϕ	11.6
£20½	£12	W. Holding 50c	£16¾	......	320c	ϕ	11.7

FINANCE

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
478	325	Ang. Amer. 10c	340	......	19c	1.8	3.4
£20	£10½	Ang. Am. Gold R1	£15	−¼	†90c	1.3	3.8
£15¼	965	Ang-Vaal 50c	£11	......	60c	ϕ	3.1
275	155	Charter Con.	166	+3	§22.4	1.8	4.8
283	205	Cons. Gold Field	218	+2	30	1.9	3.4
27	18	E. Rand Con. 10p	18	......	¾	1.3	6.9
400	265	Geduld Inv. R1	300	......	†21c	1.4	4.3
£16¼	£10¾	Gen. Mining R2	£13½	......	†90c	2.2	5.3
£20	£12	G. Fields S.A. 25c	£14	......	60c	ϕ	3.4
£25½	£18	Joburg Cons. R2	£19xd	......	100c	ϕ	3.2
132	54	Lonrho	69	......	15	ϕ	5.4
410	235	Middle Wit 25c	306	+6	†7c	3.7	1.4
154	99	New Wit 50c	108	......	10c	ϕ	5.4
£14	840	Patino N.V.	£10¼	+¼	—	—	—
£10¾	745	Rand Selection 50c	780	......	†45c	1.4	3.6
545	320	Selection Trust	320	......	§50.4	2.2	5.6
195	100	Sentrust 10c	156	−2	10½c	2.4	4.2
70	42	Silvermines 2½p	56	+1	Z100	—	4.5
120	85	SW Africa 20p	105	......	§25	0.8	‡
328	216	U.C. Invest R1	244	......	†17½c	1.3	4.4
402	300	Union Crp. 6.25c	308	−2	17c	2.1	3.4
£12½	900	Vereeniging R2	925	+25	R1.10	1.6	7.3
56	40	Vogels 2½c	44	......	4c	1.2	5.6

DIAMOND AND PLATINUM

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
£34½	£27	Anglo-Am. Inv. 50c	£28	......	†190c	1.0	5.0
170	107	Bishopsgate Plt. 10c	132	+5	3.3c	ϕ	1.5
168	70	CAST	74	+1	20	0.7	6.8
412	330	De Beers Df. 5c	342	−1	†18c	2.5	3.3
£14½	£12¾	Do. 40pc Pf. R5	£14	......	40	1026	8.8
170	86	Lydenburg 12½c	124	+2	†5½	1.1	2.7
272	163	Pot. Plat. 2½c	195	+7	†8c	1.0	2.5
240	136	Union Plat. 10c	190	......	†8.3c	0.9	2.7
240	126	Waterval 5c	185	+3	†8.3c	1.0	2.8

CENTRAL AFRICAN

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
202	73	Coronation 25c	155xd	......	14c	ϕ	5.5
120	67	Falcon	100	......	30	1.6	7.5
84	56	Globe Phnix 12½p	70	......	—	—	—
20½	16	Rho.-Corpn. 16½p	17	−½	5	2.3	4.9
470	220	Roan Cons. K4	295	+25	†39p	2.1	13.2
257	177	Tanganyika 50p	203	+3	22	1.1	5.4
95	78	Do. Pref. 80p	78	......	9	12.0	9.2
100	85	Wankie Col. 50p	97	......	†1.2	1.2	6.4
252	175	Zam. Ang. SBD1.40	208	......	22	ϕ	10.6
80	40	Zam. Cpr. SBD0.24	54	+2	10p	ϕ	18.5
170	125	Zambesia Con. 50p	130	......	§10½	2.3	6.0

AUSTRALIANS

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
21	15	Acmex 25c	16	......	—	—	—
12	5	Aemis Explo 25c	6½	......	—	—	—
11	4	Alliance Oil 50c	5	......	—	—	—
216	130	B. H. South 50c	134	−3	3c	—	1.4
10	7	Eastmet Mins 20c	7	......	—	—	—
163	64	Gold M. Kalg. $1	88	−2	—	—	—
117	45	Gt. Boulder 10c	51	......	2c	1.3	2.4
178	115	Hamptn Areas 5p	122	......	1.5p	2.6	1.2
112	45	Hamptn Props 5p	45	......	—	—	—
14	9	Int. Copper P/Pd.	13	......	—	—	—
24	7	Int. Mining 10cts.	7½	......	—	—	—
8½	4½	Karangi Mns. 10c	4½	......	—	—	—
3½	1½	Laverton P/Pd.	1½	......	—	—	—
*159	48	Metals Ex. 50c	57	......	—	—	—
31	12	Metramar 20c	12	......	—	—	—
18	4	Minefields P/Pd.	6	......	—	—	—
218	152	M.I.M. Hlds. 50c	176xd	+3	6c	ϕ	2.7
145	95	Mt. Lyell 25c	100	+2	10c	0.9	6.7
302	154	NBHC 50c	254xd	+3	†6c	2.1	1.4
8½	4	Newmetal 10c	5½	......	—	—	—
132	88	North B. Hill $1	97	+1	7.5c	ϕ	4.8
38	11	North Kalg. 32c	14	......	—	—	—
16	5	N'thn. Mng. P/Pd.	5	......	—	—	—
69	28	Pacific Cpr. 25c	32	+2	—	—	—
45	20	Pancont'l 25c	44	+7	—	—	—
18	6	Parinea M&Ex. 5p	6	......	—	—	—
690	315	Peko-Walls'd 50c	345	−5	15c	ϕ	2.8
710	360	Poseidon 20c	410	......	—	—	—
115	54	St. James Prp. $1	59	+1	—	—	—
7	1½	Scamander 25c	1½	......	—	—	—
4	1½	Sedimentary U. 50c	1½	......	—	—	—
24	7	Vultan Min. 50c	14	......	—	—	—
8½	3½	Westmex 10c	4	......	—	—	—
230	102	W. Mining 50c	115	+2	8c	ϕ	4.3
109	29	Whim Creek 20c	52	+3	—	—	—

TINS

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
40	26	Amal. Nigeria	29	−1	§10½	ϕ	12.9
210	132	Ayer Hitam	133xd	+2	§39	ϕ	10.2
*56	26	Beralt Tin	29	+1	—	—	—
315	232	Berjuntai $M2.5	240	......	SM1¼	ϕ	8.5
16	10	Ex Lands 10p	11½	−½	§6.4	0.8	8.3
200	140	Geevor	175xd	......	§28	ϕ	5.7
14	10	Gold & Base 12½p	12	......	§3.7	1.2	5.7
302	242	Gopeng Cons.	242	......	§52½	1.0	7.7
74	60	Hongkong	70	......	—	—	—
36	20	Idris 10p	25	......	18¼	1.4	7.5
15	9½	Jantar 12½p	10	......	—	—	—
71	44	Kamunting 15p	46	+1	50	0.8	16.3
180	150	Killinghall	150xd	......	248	—	8.0
197	148	London Tin 20p	159	+4	44.3	1.1	5.6
197	135	Malay Dredging	135	......	48	0.9	8.9
119	63	Pahang	75	......	20	0.8	6.7
78	60	Pengkalen 10p	60	......	110	1.2	18.3
95	57	Petaling $M1	60	......	—	—	—
124	82	South Kinta (10p)	82	......	93¾	0.9	11.4
128	84	Sthn. Malayan	84	......	48	0.9	14.3
112	65	St. Piran	65	......	§5¾	1.5	2.9
148	75	Sungei Besi 20p	75	......	§15.8	1.5	6.0
65	35	Sungei Way $M1	35	......	—	—	—
74	52	Tanjong 15p	52	......	§27.6	2.1	11.5
78	55	Tongkah Hb $M1	55	......	SM0.30	1.3	‡
122	57	Tronoh	57xd	......	§11.9	1.7	7.5

COPPER

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
310	200	Botswana RST P2	200	−5	—	—	—
18	12	Indian 10p	12	......	10.5	2.2	8.8
463	340	Messina R0.50	345	......	R0.18	2.2	6.2

MISCELLANEOUS

1973 High	Low	Stock	Price	+ or −	Div.	Cvr	Y'ld pe
10	7	Burma Mine 17½p	7	......	—	—	—
53	28	Cnt. Prov. Mn. 12½p	28	−1	8	0.7	3.4
21	12½	Charterhall 5p	13½	......	—	—	—
595	420	Cons. Murch. 10c	445	+5	†25c	4.6	3.1
30	22	MRD $1	25	......	—	—	—
335	225	Northgate C$1	270	......	—	—	—
270	209	R.T.Z.	214	+1	§17.6	u2.4	2.9
103	32	Sabina Inds. C$1	68	+5	—	—	—
990	672	Tara Expl.	690	+5	—	—	—
103	49	Yukon Cons. C$1	86	......	—	—	—

MAN OF THE WEEK

One-man think tank

BY HAROLD BOLTER

TWO MORE different men than the late Lord Melchett and Dr. Monty Finniston, the man who was appointed his successor as Chairman of the British Steel Corporation this week, would be difficult to imagine.

Julian Edward Alfred Mond, third Baron Melchett of Landford, who died so tragically at the age of 48 in June, was the grandson of Sir Alfred Mond, the co-founded and chairman of ICI. With a background of Eton, the Fleet Air Arm, merchant banking and a title inherited at the age of 24, Melchett was a sensitive, civilised, gentle man, for all his widely acknowledged business flair.

Harold Montague Finniston, now 61, was born in a working class tenement in Glasgow, the son of a commercial traveller, and has risen to the top of the steel industry as the result of a brilliant academic career, a driving ambition, and the sheer force of his intellect.

Complementary

As Chairman and Chief Executive respectively, Melchett and Finniston complemented each other admirably.

With many of the qualities of a diplomat, Melchett handled politicians and civil servants with consummate ease. He was admirably equipped for the delicate task of persuading the Government to allow BSC the commercial freedom he believed essential.

Finniston, on the other hand, is something of a one-man think tank, bubbling with ideas and impatient to push ahead with them, particularly the vision of a British steel industry relying mainly on huge coastal complexes for bulk steel production, on the Japanese pattern.

In the event, it was Melchett, the negotiator, who was largely responsible for selling this concept to the Government.

It is Finniston, with a 10-year, £3,000m. investment programme accepted by the Government, who will have the important task of getting the scheme under way for at least the next three years,

the period of the £27,750-a-year contract he has just signed.

For this he is very well suited. Dr. Finniston is a very astute man, with an air of determination about him and an almost Victorian belief in the profit discipline, in cost effectiveness, and in judging a man primarily by the results he achieves.

He has moved easily into the hurly-burly of decision-making in top business administration, although his career has been a mainly scientific one until the last six years, closely associated with the harnessing of nuclear energy from the metallurgical aspect.

Dr. Finniston was educated at Allen Glen's School, Glasgow University and the Royal College of Science and Technology in the city, where he obtained a First Class Honours Degree in Technology. A fellow of the Royal Society, he holds Doctorates of Strathclyde, Aston and Surrey Universites and an Honorary Fellowship of Manchester University Institute of Science and Technology.

Personal charm

Despite the essential toughness, Monty Finniston is also a man of considerable personal charm and good humour and his appointment, well earned, will be popular among most people in the steel industry.

A self-confessed insomniac who rarely gets into his Grosvenor Place office later than 8 a.m., he is an enthusiast for work. He has strong convictions on the direction the U.K. steel industry should be taking and expresses them in a Scottish accent which rises and thickens with passion.

He will bring a very different style of leadership to the British Steel Corporation, more outward-going and boisterous than that of the somewhat reserved Lord Melchett. He is too definite a character not to have made opponents in the steel industry, but even they would not question his tremendous ability to get things done.

THE LEX COLUMN

Index rose 5.4 to 420.7

Hanson back to the good old days

The big event in the equity market this week has been the ability of share prices, evident since Wednesday, to make positive progress in the face of equivocal or even bad news. The publication of results too (admittedly invariably good) is beginning to have a positive effect on prices. One is reminded of March 1971.

Since the trouble with the equity market has been exclusively psychological since last Summer, this change of climate may have more than short-term significance. There is now a good chance that evidence of the inevitable slowdown in the economy and in corporate profits will be interpreted bullishly.

Hanson Trust

There is a kind of nostalgic charm about Hanson Trust's disposal of Holset Engineering and W. C. Holmes for a total of £13.6m. cash. Early this year, Hanson acquired BHD Engineers—of which Holset and Holmes were together the major component—for shares and convertible loan worth around £12m. at that time. Since then, however, the value of the bid currency has dropped to some £9½m: the rump of BHD has a net worth of about £2m., and is producing profits running at a current annual rate of £½m. or more.

The strategic implications for Hanson, evidently, are nil. Its disavowal of any prior intention to break up its acquisition gains credence from the fact that Mr. James Hanson was not only chairman of BHD, but also a substantial shareholder. In the major deal, Cummins Engine apparently made a direct approach to the Holset management around mid-summer, and their enthusiasm — plus an offered exit p/e of around 21—was enough to convince Hanson.

But if this was no more than an old-fashioned dealing opportunity for Hanson, it still has a major impact on its balance-sheet. For the first time the share price (121p) is within sight of net worth, which must be around 100p per share on a pro forma basis. Moreover, with net cash of over 50p per share Hanson's acquisitional ambitions need no longer be limited by its paper, on a net 1972-73 p/e of perhaps 9 net.

So there may be further scope for reassessing a group which has had to bear the strain both of frustrated management ambition—in the shape of the bid for Costain and the offer *from* Bowater — and of an unfashionable earnings base. Building products and property may together contribute two-thirds or more of 1972-73's profits growth totalling, say, £8½m. pre-tax—and the group is confident about making up in both areas over 1973-74. The sold companies will produce profits under £1m. of the 1972-1973 total, and thus the possibilities for further momentum in what remains an industrial management situation are now noticeably more visible.

Lyle Shipping

The uncertainty with Lyle Shipping this year was the extent to which the re-engining of its three faulty ships would weigh on profitability. The answer is heavily, for the £427,000 shipping profit of the first-half (against £121,000) is significantly below the £472,000 earned in the second half of last year despite a much more favourable freight rate picture. However, the shares closed 3p up with relief at 125p; and a net attributable figure up £320,000 to £481,000, combined with the expectation of "an improvement" in the second-half, certainly ensures a significant earnings gain over last year's £660,000.

In fact just £1m. would give (untaxed) earnings of 16.6p a share for a 7½ p/e. Moreover, the re-engining burden now becomes a bull point. It will be out of the way by early 1974 and thus provide an antidote to the downturn in the shipping cycle which seems inevitable to one and all. Moreover the agreed sale of the Cape Clear at a "considerable" capital profit is a reminder of the asset attractions: latest net worth was 104p.

See also Page 16

Lex Service

It is all part of the investment game that the £3.4m. capital profit, and £7.1m. cash receipts, that Lex Service Group will gain from the bid by Legal and General for Cavendish Land, count for little in the context of the current uncertainties of the motor distribution business. Moreover Lex is awkwardly exposed to the surge in interest rates—short term borrowings rose from £5.0m. to £8.1m. during the first half, and the Cavendish receipts will only partly cover the subsequent £8.6m. outgoings on Harvey Plant. Hence, perhaps, yesterday's suggestion in the formal offer document for Cavendish that *in the interests of all share*holders the offer should be accepted "as promptly as possible."

Lex's half year pre-tax gain of 16 per cent. to £4.17m. before tax covers a buoyant first four months, when the increase was nearly a quarter, and a dull May and June. July and August will have been better, with car registrations up a tenth in that period, but the trend in motor distribution may now get weaker. British Leyland's production problems remain relevant, while after this week's substantial price rises the group is budgeting only for a 2,000 rise in Volvo unit sales to 26,000 for 1974.

Elsewhere, there are now sizeable *interests in commercial* vehicles, transport and plant hire which are linked more to the industrial than the consumer cycle; and St. Paul's employment agency could make something like £600,000 pre-tax this year. But hotels remain an uncertain area, given short term losses at the Heathrow, although the Carlton Tower should recover next year after the current setback due to a £1m. refurbishing programme. Still, the current half is unlikely to be so weak as to prevent some advance for the full year, dropping the prospective p/e well below 9 at 76p, which may be taking too bearish a view of the scope in 1974.

See also Page 16

July-August sales of imported cars jump 46%

BY DAVID WALKER

THE NUMBER of imported cars sold in the U.K. during July and August rose by a massive 46 per cent. compared with a year earlier, according to figures to-day from the Society of Motor Manufacturers and Traders.

With demand for cars in Britain up by almost 12 per cent., domestic manufacturers managed to achieve only a 1.5 per cent. advance on July-August, 1972.

As forecast in the Financial Times, the importers' share of the U.K. market in August went over the 30 per cent. mark for the first time. Again for the first time, with a market penetration of 31.92 per cent., the importers collectively exceeded the sales of any individual U.K. producer.

Even so, with total August sales at a peak 234,327, each of the four main manufacturers in Britain achieved record or near-record results in volume terms despite the decline in their penetration.

Because of the August registration letter change, the results for the month are distorted as a result of potential registrations being held back to allow buyers to take advantage of the alteration.

Moreover no separate August figures were issued *last* year so that direct comparison with August, 1972, is impossible.

Taking July and August together, the market share of importers still exceeded 30 per cent of the 319,637 new cars sold and remained above the 30½ per cent. level achieved by British Leyland, the largest domestic manufacturers.

Specifically, the penetration of foreign makes amounted to 30.46 per cent. compared with 23.27 per cent. 12 months before and under 20 per cent. only three years ago. In the eight months to the end of August, imported cars *accounted for 26.71 per cent of* a U.K. market totalling 1.24m. vehicles—against 23.4 per cent. of a 1.16m. market in the corresponding period of 1972.

Labour disputes

This month, too, importers look likely to keep a high share of sales even though the market as a whole is expected to decline compared with 1972 and prices *of foreign cars have been going* up.

A good deal of their success is attributable to the stocks shortages faced by U.K. manufacturers, partly as a result of labour disputes like those now hitting much of the industry.

The difficulties facing this country's producers are highlighted in figures drawn up by the Japan Automobile Manufacturers Association, which *show that only the U.K. and* Italy of the world's major car manufacturing countries saw a production downturn in the first half of this year.

U.K. output dropped by 6.8 per cent. to give an industry total of 926,550, while Italy saw a 10.6 per cent. decline to 846,122.

By contrast, the U.S. recorded a 15.4 per cent. advance to 5.42m., while Japan's production increased by 14.4 per cent. to 2.23m. In Japan now, however, steel shortages are threatening to force a substantial output cut back.

Of the other main European car producing countries, West Germany turned out 2.01m. cars in the six months, 7.2 per cent. more than in January-June last year, while France produced 1.69m., a 5 per cent. rise.

Later figures show that U.K. July production was also below the level of 12 months before, while August saw a fractional gain over the same month last year.

In addition, the stocks position of U.K. manufacturers was worsened by the annual car plant holiday shutdowns in July and August.

● Lord Stokes, chairman of British Leyland, yesterday called for a ban on foreign cars, television sets, radios, electronic equipment and washing machines while Britain "got its house in order."

It was very difficult, he said on a BBC programme, to export cars to Japan, and it was commonsense for Britain to have similar restrictions on car imports.

U.K. makers' market shares and registrations table, Page 9

Nearly 28,000 car workers idle

BY JOHN WYLES, LABOUR STAFF

THE NUMBER of British motor industry workers made idle by disputes rose to nearly 28,000 last night when Chrysler U.K. halted its remaining car production. This followed the failure of a Department of Employment bid to settle the five-week-old strike by the company's 156 *Coventry electricians.*

Strikes at two key component suppliers have halted production at the British Leyland Jaguar plant at Coventry, where 2,000 workers have been laid off, and at the company's Cowley factory where 2,800 men on the Morris Marina range have been sent home.

In addition, production of the Vauxhall Viva and Firenza models at Ellesmere Port was at *a standstill yesterday because of* a protest strike by the company's 9,000 workers in a dispute over lay-off pay. They are expected to return on Monday.

The two sides in the Chrysler U.K. dispute left the Department of Employment yesterday without having met face to face.

The Department's conciliation bid was taken no further than allowing management representatives and officials of the *Electrical and Plumbing Trades* Union the opportunity to state their respective cases.

Mr. Peter Griffiths, Chrysler U.K. director of industrial relations, said afterwards that the management had come to London prepared to negotiate, but the union had merely restated its demand for the £250 a year increases for the Coventry *electricians which have been* barred by the Pay Board as outside the Government pay limit.

Mr. Griffiths said the company would be prepared to hold further talks at any time. There was no indication last night if the union would seek a further meeting although its national officer involved in the dispute, Mr. Roy Sanderson, was absent from yesterday's talks in London for personal reasons.

Meanwhile, the 7,000 workers at the Chrysler's U.K. Linwood plant voted yesterday to continue their week-long stoppage over the use of non-union labour. That was sparked off last week when Linwood electricians walked out in support of the Coventry strikers and were later followed by production workers who claimed management staff were doing electrical work.

The Linwood stoppage has halted the supply of body press*ings and transmission equipment* for Avenger production at Ryton, Coventry, where around 3,000 men were sent home last night. The paralysis of car production could eventually hit 4,500 men at the company's Stoke, Coventry, plant which will start stockpiling engines next week.

British Leyland's production prospects were dealt both a boost *and a setback yesterday.* The Cowley plant should be able to return to production on Monday following a decision yesterday by 450 striking maintenance workers at Wilmot-Breeden's five Birmingham factories to end their three-week stoppage.

The men have accepted £6 a week increases which will be paid when Government legislation permits. This would give them about 90 per cent. of the *skilled production workers' rate* in response to their claim for full parity.

However, hopes of a return to production at Jaguar were dashed last night by the breakdown of talks on the strike by 600 workers at Adwest Engineering, of Reading. Adwest is sole supplier of power steering units to Jaguar and the dispute is forcing other manufacturers, including Jensen, Aston Martin and Ford, *to reschedule production.*

Heath confident on expansion

BY PHILIP RAWSTORNE

THE GOVERNMENT had the resources and the will to ensure the success of its *policy of econo*mic expansion, Mr. Edward Heath, the Prime Minister, declared yesterday in a confident review of the economic situation.

Expansion was bringing strain and problems, he admitted in a speech at Walsall, but he flatly rejected Mr. Harold Wilson's "panic" call for new Government measures.

"I would much rather see us face and overcome these problems than have to wrestle continuously with the problems of backwardness and stagnation," he said.

Speaking shortly after further Ministerial meetings at Downing Street on Phase Three of the counter-inflation policy, Mr. Heath claimed that the Government's measures had already been successful in curbing inflation.

Although the main cause of the problem was now world prices, he made it clear that the Government would not "drop its guard" *against excessive wage increases.*

It was essential that "sensible and fair" decisions should be taken on pay, prices and dividends for the next stage of the Government's programme.

The Government had not "gambled on growth," he asserted. "We have aimed for, and are achieving, a steady and sustainable rate of expansion worked out to match the growing capacity of our economy. We intend to hold to this aim."

The present "period of strain" on the balance of payments had been foreseen, and the Government had built up the reserves and repaid foreign debts so that it could cope with it.

Mr. Heath said that exporters were taking advantage of their unprecedented competitive position, and the import problem was mainly caused by world prices, which in some cases now showed signs of falling.

Money supply had been kept "on a tight rein," he insisted. *Even if interest bearing* accounts were included, the growth over the past three years could not justfy charges that it had run out of control. "We shall continue to keep our monetary management in line with the main objectives of our economic policy," he declared.

Public spending had been planned so that the rate would now decrease to make room for exports, investment and improvement in living standards.

Maplin, Concorde and the Channel Tunnel—all of which, he said, were necessary to maintain Britain's competiveness and standards of living through the rest of the century—had been tailored to the funds available and the capacity of industry.

Decisions taken now on these projects would not have any significant effect on public spending before the end of 1975, said Mr. Heath.

Sanderson to remain a Bovis director

By Nicholas Owen

MR. FRANK SANDERSON, who surprised the City earlier this week with his resignation as chairman and managing director of the Bovis construction group, broke his silence last night and said he intended to remain a director "at least for the time being."

He gave no clue, however, to the exact reasons behind the re-shuffle in the Bovis Boardroom. Neither he nor the company are prepared to expand beyond their original declaration that there was a "policy disagreement on methods of management."

Mr. Sanderson said in his statement that the "great sadness of giving up the leadership of Bovis is mitigated by the knowledge that I do so at a time when the company is in a strong financial position."

He forecast "substantially higher earnings" for the current year. His resignation came on Tuesday, the same day Bovis announced half-year results which were not very enthusiastically received by the stock market.

This factor, the situation over Mr. Sanderson himself, pushed Bovis shares down 22p to 220p by Wednesday evening. There has been a recovery since then, though, and the price finished yesterday at 230p, a 4p gain on the day.

Mr. Sanderson's place as chairman has been taken by Mr. Neville Vincent, while Mr. Malcolm Paris, originally head of finance, becomes managing director.

New cargo risk rate for Chile

THE War Risks Rating Committee of the Institute of London Underwriters yesterday raised the war and strike, riot and civil commotion risk rate on marine cargoes to and from Chile to 0.125 per cent. from the normal level in "placid" countries of about 0.05 per cent.

For air cargoes the rate has also been raised to 0.125 per cent.

Hanson Trust £13m. for two BHD companies

BY NICHOLAS LESLIE

MR. JAMES HANSON'S Hanson Trust has sold for nearly £13.6m. the major part of its subsidiary, BHD Engineers, which it acquired in February for £12m.

Announcement of the deal comes a week after Mr. Hanson disclosed he had acquired 1.55m. Hanson Trust shares from the Slater Walker Dual Trust for his family and associates.

The price he paid was an undisclosed discount on the then share price of 119p. Yesterday, the share price was 124p, up 4p following a 9p rise on Wednesday.

Mr. Hanson said yesterday the deal with SW had been completed on August 28, while the sale of the BHD company — Holset Engineering—had been signed on September 7, prior to which "it was by no means definite" it would go through.

He mainained that his "declared intention" of buying Hanson shares when he thought the price was right was well known. "I don't believe my share-buying has ever been related to expectations of what will happen in the near term," he added.

Holset has been acquired for £11m. cash by Cummins Engine Company, Incorporated, of the U.S.

Holset makes turbochargers and other components for diesel and petrol engines, and from sales of £8.1m., pre-tax profits in the year to March 31, 1973, were just over £1m. Total profits forecast for BHD for 1972-73 were about £1.4m.

Mr. Hanson said he had not been particularly interested in selling Holset, but had been offered a price "not possible to refuse.'

Cummins plans to combine its own turbocharger plant in the U.S. with Holset to form a new company called Holset International.

The other BHD company sold is W. C. Holmes, which makes gas and chemical plant, the purchaser being Peabody Gallon Corporation, another U.S. concern, and the price paid £2.59m. in cash.

Following the deals, Hanson will have around £20m. in cash.

Mr. Hanson is keen to expand in the U.S., where he feels there is great potential, and he said it "could very well be" that part of the cash proceeds would be used to acquire a quoted U.S. company as a basis for expansion.

A number of other situations at home and abroad were also being studied.

Peabody will pay £1.25m. for Holmes on completion of the deal on October 1, with the balance due in three annual instalments bearing interest at U.S. prime rate. Holmes earned £68,000 pre-tax profit in 1972-73.

GM recalls 600,000 Pontiacs

By Our New York Staff

NEW YORK, Sept. 14.

THE GENERAL MOTORS Pontiac division is recalling almost all its 1973 model Pontiacs because of a fire hazard. Over 600,000 cars will have a fuel hose installed to replace the fuel accumulator, which may allow petrol to siphon from the tank when the engine is not in operation.

This is the largest recall for the Pontiac division since 830,000 cars, for the model year 1965-66, were dealt with in 1969 because of faulty brakes. The largest recall on record was for more than 6.5m. GM Chevrolets in 1971.

Govan order book £75m.

BY OUR OWN CORRESPONDENT GLASGOW, Sept. 14.

GOVAN SHIPBUILDERS — the Government-controlled successor to Upper Clyde Shipbuilders—has won a £17m. order for four 26,000 deadweight-ton bulk carriers. This brings the order book of the company, based on the old Fairfield yard, up to over £75m. in value with 19 ships to be built.

The orders have been placed by Lyle Shipping and H. Hogarth and Sons, both of Glasgow. Each company has ordered two of the ships, which are in one of the standard ranges offered by Govan.

Mr. Archie Gilchrist, managing director of Govan Shipbuilders, last night described the orders as "tremendously encouraging."

The ships will be operated by Scottish Ship Management and will be delivered in 1975.

Continued from Page 1

Triumph plant closure

floor, and better tooling," Mr. Poore stated.

He insisted the decision to close Meriden was in no way connected with the labour relations record at the plant or the fact that its labour force was easily the highest-paid in the new group.

"It is simply that all the out*put NVT can possibly sell can* easily be carried out within the remaining factories in Birmingham and Wolverhampton," he declared.

Economies

Those two plants — Birmingham, with 1,250 workers and Wolverhampton with 1,600—are expected to expand and take on at least 1,000 extra workers as *output builds up. Some of them,* mainly office staff, might be drawn from Meriden.

Mr. Poore emphasised that the demand for Triumph motorcycles, 90 per cent. of which are exported, remains high.

With the current range of models, it aimed to increase the production rate from 28,000 to between 50,000 and 60,000, and to double that figure when a new generation of motor-cycles was introduced in 1976-77.

He stressed that the preservation of employment was not a condition of the £4.8m. assistance provided by the Government when Norton Villiers acquired the BSA motor-cycle interests.

"The Government made the money available because it wanted to preserve a British motor-cycle industry," Mr. Poore said. "It is only by the economies which this concentration of production will permit that losses can be eliminated and the foundations laid for a healthy industry."

First reaction from the unions came from Mr. Bill Lapworth, Coventry secretary of the Transport and General Workers' Union, who complained there had been "no consultations" before the decision was made.

Mr. Leslie Huckfield, *Labour* MP for Nuneaton, is pressing Mr. Christopher Chataway, Minister for Industrial Development, for an immediate meeting. "In view of the assurances that Mr. Chataway gave and because £4.8m. of taxpayers' money is involved, this is a cruel and deplorable blow," he said.

"I want to know whether Mr. Chataway has approved all this and what assurances have been given about the future of the plant and the 1,750 jobs.

Weather

U.K. TO-DAY

SUNNY spells for most of England and Wales. Cloudy, some rain, in Scotland, N. Ireland and N. England.

London, S.E., Cent. S., and N.W. England, E. Anglia, Midland N. Wales

Sunny periods. Wind E. S.E., moderate, fresh locally. Max. 21 to 22C (70 to 72F).

Channel Is., S.W. England, S. Wales

Cloudy, perhaps rain, sunny intervals. Wind E., moderate fresh. Max. 18 or 19C (64 66F).

E., Cent. N. and N.E. England

Cloudy, sunny intervals. Wind E., moderate. Max. 17 to 1. (63 to 64F).

Lakes, I. of Man, S.W. Scotland Glasgow, Argyll, N. Ireland

Dry, cloudy, with bright intervals. Wind E., moderate. Max. 15 or 16C (59 to 61F).

Borders, Edinburgh and E. Scotland, Aberdeen

Cloudy, some drizzle on coasts and hills. Wind E., light to moderate. Max. 14 or (57 to 59F).

N.W. Scotland and Cent. Highlands

Dry, cloudy, with bright intervals. Wind E., light moderate. Max. 14C (57F).

Moray Firth, Caithness, Orkney Shetland

Cloudy, some drizzle. Wind light. Max. 13C (55F).

Outlook: Mostly dry sunny spells. Some rain S. and W.

Lighting-up: London 19.. Manchester 19.56. Glasgow 2.. Belfast 20.12.

Long-range forecast—Page

BUSINESS CENTRES

		Y'day Mid-day °C	°F		
Alexandria	S	28	82	Luxembrg.	S
Amstrdm.	F	19	66	Madrid	F
Athens	F	26	79	Manchstr.	C
Bahrain	S	38	100	Melbourne	C
Beirut	S	29	84	Montreal	C
Belfast	C	16	61	Moscow	R
Belgrade	F	21	70	Munich	S
Berlin	S	18	64	Newcastle	C
Birmghm.	S	20	68	New York	C
Bristol	S	21	70	Oslo	S
Brussels	F	19	66	Paris	S
Budapest	S	18	64	Perth	S
B. Aires	S	18	64	Prague	S
Cairo	S	30	86	Reykjavik	C
Cardiff	S	19	66	Rio de J'o	S
Cologne	S	21	70	Rome	C
Copnhagn.	F	19	66	Singapore	C
Dublin	S	17	63	Stockholm	S
Edinb'rgh	C	13	55	Strasbourg	C
Frankfurt	S	21	70	Sydney	S
Geneva	C	18	64	Tehran	S
Glasgow	C	13	55	Tel Aviv	S
Helsinki	C	6	43	Tokyo	C
H. Kong	C	23	73	Toronto	S
Jo'burg	S	24	75	Vienna	S
Lisbon	C	21	70	Warsaw	S
London	S	21	70	Zurich	S

HOLIDAY RESORTS

		Y'day Mid-day °C	°F		
Ajaccio	S	29	84	Las Plms.	S
Algiers	S	38	100	Locarno	C
Barcelona	S	26	79	Luxor	S
Biarritz	C	30	86	Majorca	S
Blackpool	C	17	63	Malaga	F
Bordeaux	S	28	82	Malta	S
Boulogne	S	18	65	Nairobi	S
Casablnca.	S	23	73	Naples	S
Cape Tn.	C	15	59	Nassau	S
Corfu	C	26	79	Nice	C
Dubrovnik	S	24	75	Nicosia	S
Faro	S	24	75	Oporto	C
Florence	F	29	84	Rhodes	S
Gibraltar	S	24	75	Salzburg	S
Guernsey	S	20	68	Tangier	S
Innsbruck	S	22	72	Tenerife	S
Inverness	C	13	55	Tunis	S
Istanbul	C	18	64	Valencia	S
Jersey	S	22	72	Venice	

S—Sunny. C—Cloudy. F—Fair.

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